

OCT 5 1920

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THE NATIONAL PROVISIONER

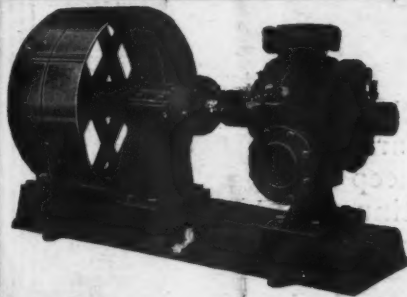
CHICAGO AND NEW YORK

PUBLISHED EVERY SATURDAY

OCTOBER 2, 1920

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128



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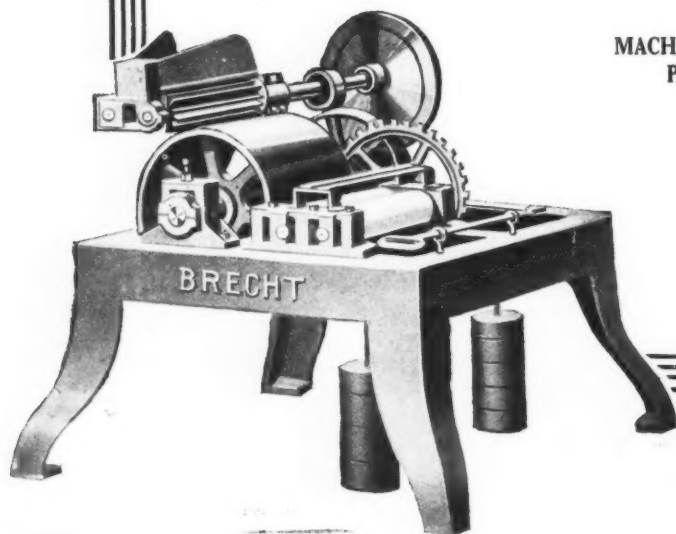
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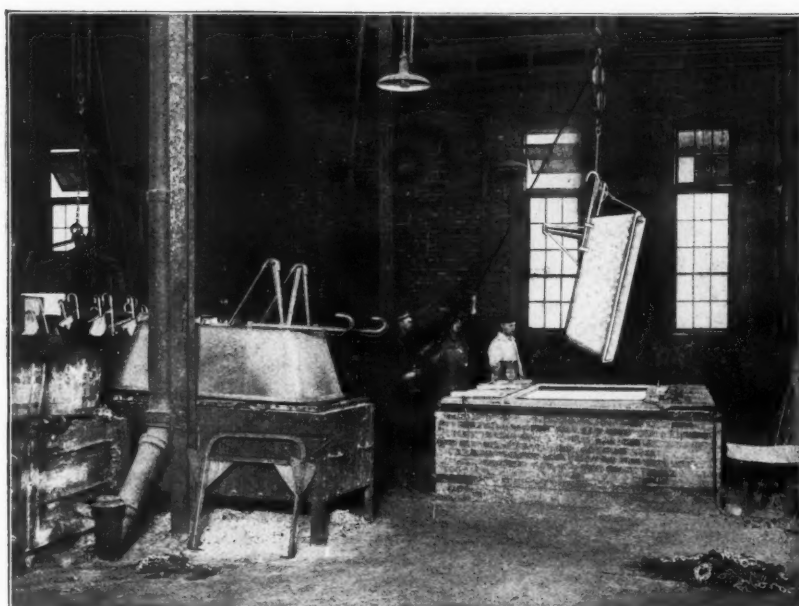
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Union Stock Yards, Chicago, Illinois

The Largest Manufacturers in the World of

Modern Packing House Machinery and Equipment



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Fine ham and big red apples baked with cider fresh from the press—you know before you try it that this new dish will be a real experience.

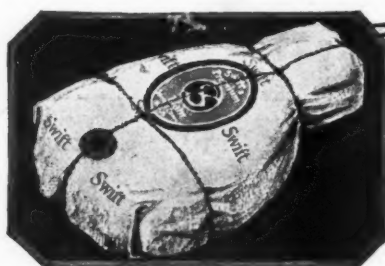
Ham baked with wine or cider was a favorite and choice dish in the epicurean days of old Virginia. The sparkle and zest of the

fruit juices and the rich flavor of well-cured ham make a combination that no chef can surpass.

Apples and apple cider are in season now and you can always get Swift's Premium Ham, with its beautifully even texture and mild, delicate flavor.

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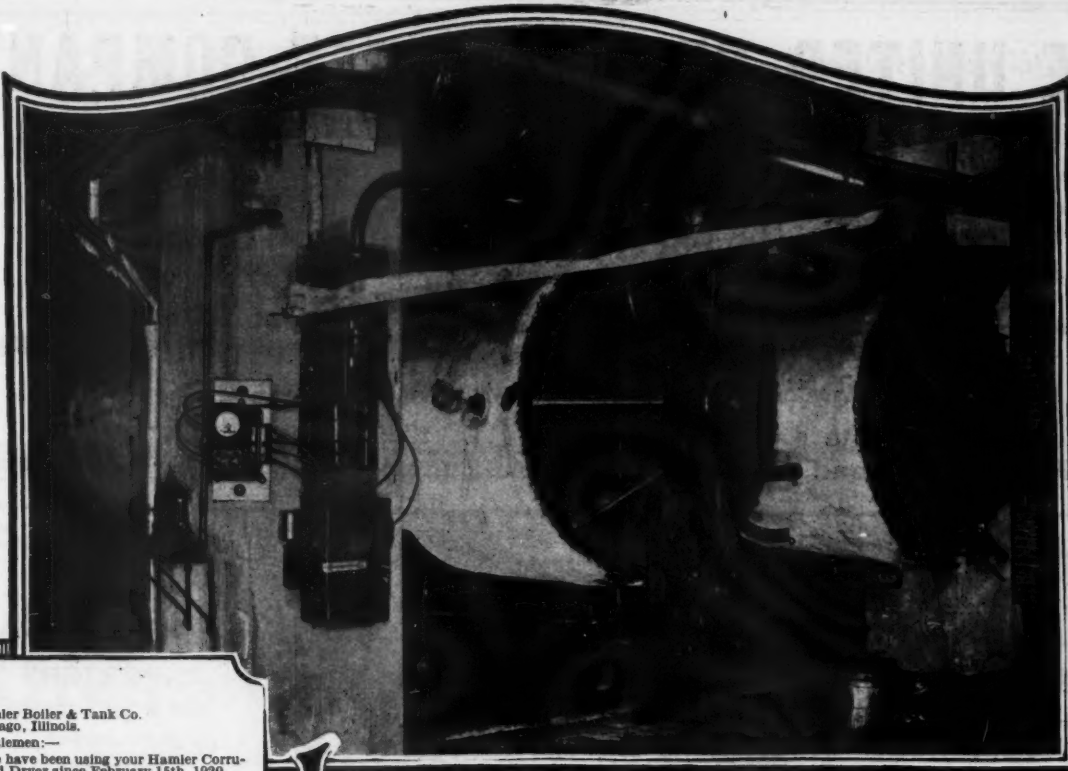
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Ham



It is not
necessary to parboil
Swift's Premium Hams
before broiling
or frying

Look for this blue tag when you
buy a whole ham or when
you buy a slice

FOR 2001-2002
4/13/01



Hamler Boiler & Tank Co.
Chicago, Illinois.

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We have been using your Hamler Corrugated Dryer since February 15th, 1920.

We have made a number of tests under the direction of an impartial engineer which show that the Hamler Corrugated Dryer delivers between 700 and 800 pounds of dry fertilizer per hour under continual running, using as much as 50% stick. We have used as high as 100% stick, an amount equal in weight to that of the Green tankage charge. The ammonia analysis of our fertilizer has been running over 13½% and between 8 and 9% moisture.

Your Corrugated Dryer has many advantages which we can recommend very highly, for instance, one Hamler Corrugated Dryer turns out as much tonnage as two of the ordinary type, increases ammonia content due to the ability to handle a larger amount of stick. It is also a labor saver, because it requires no more men to operate it than any ordinary type of dryer.

Yours very truly,
WILLIAM DAVIES CO., Inc.
GEO. W. MARTIN
Superintendent.

Larger Output - Greater Protein Content - Lower Costs

When the William Davies Company installed a new Hamler Corrugated Fertilizer Dryer (Patented) in their John Agar plant at Chicago they had contemplated using both the new Hamler and an old type dryer that had been in use for some time.

However, they soon found that the new Hamler would do twice the work and produce a far better quality of dry fertilizer so they discontinued the use of the old dryer entirely.

The new Hamler, shown at the left in the illustration, is handling all of the tankage and stick produced at the John Agar plant, and producing a higher grade of fertilizer with a larger protein content at a lower cost than two old style dryers would, working under the most favorable conditions. Mr. Martin's letter, reproduced in the panel at the left, is self-explanatory.

The new 1921 Handbook on the new Hamler Corrugated Fertilizer Dryer is ready for distribution. Please address Department 1101 for your copy.

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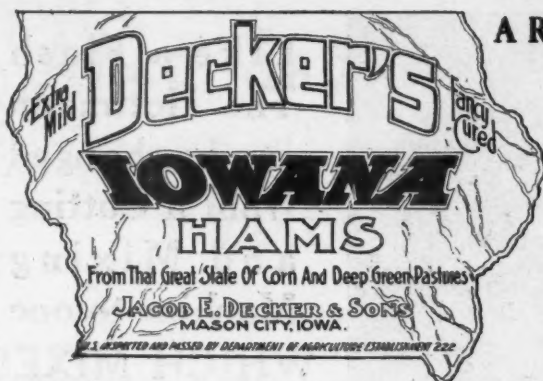
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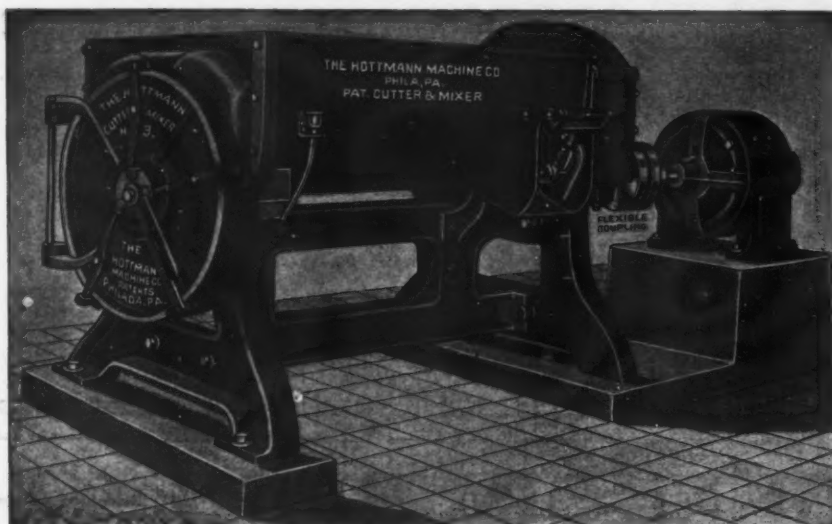
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in operation at

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Illustration shows hogs intake with twin conveyors and part of scalding tub.

Lower illustration shows hogs discharge with part of conveying table.

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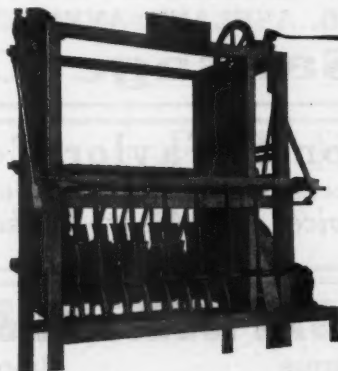
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"BOSS" Grate Hog Dehairer "BOSS" Jr. Hog Hoist



Hoist and clean hogs as perfect as the large machines. They are great money makers for small Packers as they turn the toughest work into playwork.



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CAPACITY 1919:

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You are the fellow who said to "Old Hook'er" one day:—

"I am not going to run a two-inch steam pipe to operate your Steam Hydraulic elevators when I can do the same business with a quarter-inch wire."

And we "folded our tents like Arabs and silently stole away" as Longfellow sings.

And your Client got the kind of elevator that go "with a quarter-inch wire," didn't he? You deliberately put them on him.

"QUARTER-INCH WIRE"—FULL OF FIRE—AND TROUBLE AND CUSS WORDS.

Then one day the plant went up in smoke right in the busy season and the Local Paper said:

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Say, why did the new plant go to a new architect?

Say, why, did the new plant equip with Ridgway Elevators

"Oh, you're just wonderful!" as Mabel would say.

Don't you know that unless you use Ridgway Elevators for jobs when there is steam you are going to be badly "queered" and lose a lot of business?—yes lots of it.

We speak advisedly.

We are your best friend in our efforts to pound a little elevator wit into you.

We are equipping the greatest concerns in the land with these machines and know what we are talking about. Here's a sample of the 3,000 and more.

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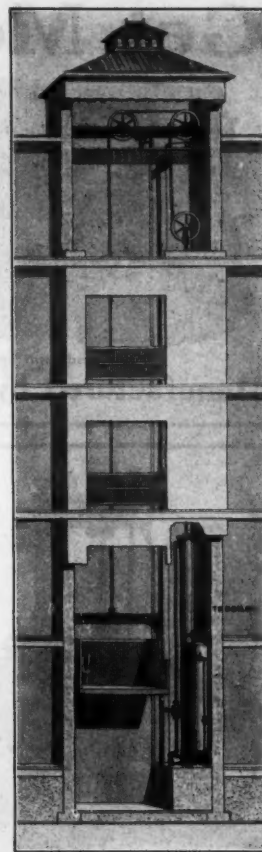
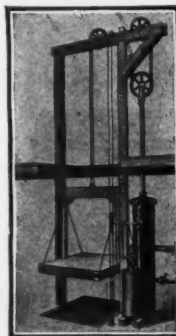
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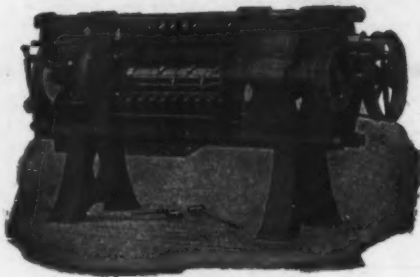
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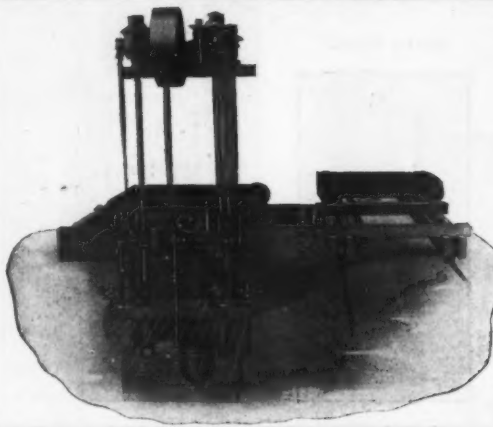
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THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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No. 14.

PACKINGHOUSE COST ACCOUNTING

First Steps in Right Method for All Packers

There is no line of information more eagerly desired by meat packers today than that bearing on packinghouse accounting. Every packer wants to improve his cost figuring methods, and indeed his whole accounting system. It is realized that the industry has become so complicated, and the conditions of business so critical, that an adequate method of figuring costs and keeping track of all departmental details is the foundation-stone of success.

Heretofore the individual packer has tried to work out his problems by himself, with the help of such accountants as he could secure or train. The fact that the packinghouse business afforded a new and complicated field for accountancy did not help matters. The situation could not be met by the use of accounting methods applied elsewhere. A new system had to be evolved and tried out.

Here is where the Institute of American Meat Packers stepped in. As an outgrowth of the successful work of the Institute's Committee on Packinghouse Practice, a Committee on Standardized Packinghouse Accounting was created, and in the short time since its formation it has not only adopted a plan for a constructive work on packinghouse accounting, but it has drafted three chapters of this work.

Progress Reported at Convention.

At the recent convention at Atlantic City the report of this progress was made, together with announcement of further plans of work. In addition, the group luncheon on this subject served to attract one of the largest crowds of any of these meetings, and afforded opportunity for explanation of the work of the committee so far as it had gone.

Oscar G. Mayer of Chicago had charge of the work of preparing the first chapter, which deals with the theory of packinghouse accounting. In a remarkably pointed talk Mr. Mayer explained the need for such a system among packers today, and discussed some points which hit the nail on the head with every packer present. The full exposition of this part of the work is contained in the treatise on the "Theory of Packinghouse Accounting," which was prepared by Mr. Mayer and his co-workers, and which will appear in a subsequent issue of *The National Provisioner*.

The second step in the work dealt with cattle costs and accounting in that department, and was outlined by Mr. Evans

of Armour & Company in an able talk. The chapter on this subject has been printed, and is available to members of the Institute upon application to Secretary C. B. Heinemann.

The third chapter deals with the hog department, and is one of the most extensive and interesting of any which will be brought out. Mr. Knief of Wilson & Company explained this part of the work, showing how valuable it is to be to all pork packers. This chapter also has been printed and is available to members of the Institute. Neither one of these are complete, however, and will be revised and added to later for the finished work.

Other chapters are to be added, and the committee is to continue its work during the year along the same constructive lines.

Following is a report of the proceedings of the group luncheon at Atlantic City on this subject, outlining the plans and work of the Committee on Standardized Cost Accounting under the leadership of Chairman J. H. Bliss of Swift & Company, Chicago:

Proceedings of Luncheon Meeting.

MR. W. B. FARRIS: We only have a few minutes, and we want to start in immediately with a resume of the work of the Standardized Cost Accounting Committee. As you all no doubt recall, the two committee luncheons have been consolidated, and it was thought advisable to give the Cost Accounting Committee the opening at this meeting, so as to get the question before as many as possible.

The Packinghouse Practice Committee took up this question of standardized cost

accounting some time ago, and they found it was a proper question for this committee to handle. The matter was taken up with Mr. Wilson at that time, and he appointed Mr. G. F. Swift to form a special committee to take up the matter in all its phases. There has been a lot of work done by this committee. In fact, they have covered ground in the past two months that other investigators who have taken up a system of cost accounting have taken several years to accomplish.

I think the committee is to be congratulated, not only on the speed they have made, but also on the good work they have done in general. Mr. Swift turned the committee over to Mr. J. H. Bliss, and Mr. Bliss, with many other accountancy experts in that line of work, expects to complete it speedily. Mr. Bliss will outline to you the system as it will be applied by any of those who intend to use it.

MR. BLISS: Mr. Chairman and Gentlemen: Our Committee on Accounting is very glad indeed that the luncheons which were to be held separately are to be combined, as it gives us an opportunity to get a much wider distribution of the pamphlets that we have prepared than would otherwise have been possible.

Only a Beginning of the Work.

Our committee has been at work only two months, and what we are presenting to you here is merely a beginning. There has to be a start made somewhere. We would like you to consider the pamphlets we are giving out here today, and to give us your reaction on them, and assist us in the future.

The plan, as originally outlined, included the preparation of a number of pamphlets that would cover all the various branches and phases of packinghouse accounting. When we started out two months ago, we realized that it would be impossible at the short time at our disposal to go very far into the preparation of a complete work. But as a matter of fact, you all know that in studies of accounting in this industry, they are matters of years of work.

But we decided to have ready to present to you here three pamphlets as a sample, and to get them distributed so that the details may be available at once, and then this committee, and other committees following it, could continue the work of distributing other pamphlets, as may from time to time be prepared, so that as time passed we could build up a manual or book of standardized accounting practice for this industry.

We have three pamphlets to present to you today, and, although they contain numerous details, they are not what we would call complete. If we had had more time to give to them, we would have made them all larger. However, they are subject to such changes as may be suggested or found necessary. We hope, as time passes, and as the various packing conditions improve from year to year, you will grow more closely to the standardized practice, so that there will be a standardized practice in accounting for this industry.

I am going to ask the different men who had charge of the preparation of these pamphlets to talk about each one of them to you, and to tell you the principal points

Packinghouse Practice

The next report in this series will be that on "Packinghouse Practice," which is a field in which the Institute has done some of its most valuable work. The report will include a discussion of "Good Product" by Chairman W. B. Farris, "Conservation of Product" by M. D. Harding, "Cause of Meat Souring" by Arthur Lowenstein, and other valuable information. It will appear in full in the next issue of *THE NATIONAL PROVISIONER*.

we wish to convey to you, so that you can read them with somewhat of an idea of their importance.

The first part, No. 1, is entitled, "The Theory of Packing House Accounting." It may seem rather odd to put out a pamphlet under that name. But there is a sound theory underlying the present accounting practice of the packinghouse business, and it is a lack of the recognition of these theories that has probably given rise to most of the misunderstanding and misinterpretation of packinghouse accounts. Mr. Oscar G. Mayer was chairman of the group that made up this pamphlet No. 1, and I am going to ask him to talk to you for a few minutes.

Many Cost Conditions Not Considered.

MR. OSCAR G. MAYER: In these days, with ever increasing costs and rising prices, the question of what it costs us to operate our sales departments is more important than it ever was before. In the first place, we have had rises in the collaterals entering into our business, such as paper boxes and all those things, which of course have not been given much attention in the past. But there have been, in the packing business, a great many hidden causes which have not been considered at all, and which are now only coming to the front as large items of expenditure.

There are many hidden costs which a proper analysis of accounts will reveal to us. Now, unfortunately, in our business, there has never been any authoritative compilation of anything relating to packing house accounting practice. Some attempts have been made, but they have been very superficial, and it was thought a worthy task of the Institute of American Meat Packers to sit down and tackle this problem and take enough time and work out something which would be of benefit to this industry. It is a thing which exists in a great many other industries today, and which should certainly not exist, for it is one of the curses of all American industries.

In commencing our work, we came to the conclusion very early that the first thing necessary was a thorough discus-

sion of the principles underlying packinghouse accounting, and although we all sense the fact that our business differs from the great range of manufacturing businesses, it is a different problem when one comes to try to state this thing on paper: and it was an exceedingly interesting study for us to sit down evening after evening to work out these principles clearly in our own minds, and then finally to attempt to state them in this little pamphlet for the benefit of all of you.

Now, as I say, we sense a difference between our business and the range of manufacturing businesses. What are these differences?

Unique Elements in Packing Business.

In the first place we have in our business the element of joint costs, a very elaborate problem of joint costs, meaning thereby that we, in contrast to practically every other industry, start our business with a commodity of known cost and break it up literally into hundreds of commodities, for each of which no separate cost is thereafter ascertainable. That problem complicates our accounting system beyond measure, and it is a thing that so many professional accountants lose sight of entirely. That is the outstanding feature which differentiates our industry from others.

The next is the very remarkable fact that our product is marketable along a line of prices such as may be met in very few industries. The fact that we, as packinghouse executives, must constantly make discriminating decisions as to which way this product or that should be turned, is a thing that this point brings out.

And here is another point the average accountant claims it is hard to understand. The fact that our product is marketable is a thing which brings in what economists term "operating costs." When it comes to a transfer from one department to another, the market price is the only price which can be used legitimately and properly to transfer it. Under those conditions you must maintain and emphasize this principle, and it is a principle which it is sometimes difficult to make outsiders understand.

Perishability of the Product.

In the third place, of course, the outstanding feature of our business is the extreme perishability of our product. Now, one might say that a sweet pickled ham is not a highly perishable product, but when one considers our business as being an annual cycle, sweet pickled hams, or any other product, have a time at which they must come to market, and in that sense they must be considered perishable. But of course, with a great range of fresh meats our products are highly perishable, and to that extent we are confronted by peculiar conditions which obtain in very few industries.

The farmer must market his strawberries when they are ripe, and the packer must sell his fresh beef when it is ready for the market. That principle, however, is very hard to state to people who are not as thoroughly versed in our industry as we are. We have run against that time and time again. Nevertheless, these three principles are outstanding, and these three principles must be presented to people who do not understand.

That practically summarizes our work, gentlemen. The succeeding pamphlets elaborate these principles with great detail, and we hope that as a result of the start that has been made here, and with a careful perusal of these pamphlets, that there will be a determined effort made on the part of the packing house executives to line their business up in a manner to conform to the principles and the methods which are stated in this and the succeeding pamphlets. (Applause.)

[EDITOR'S NOTE.—The full official text of the first treatise, on "The Theory of Packinghouse Accounting," prepared by Mr. Oscar G. Mayer and his sub-committee, will appear in a subsequent issue.]

Scope of the Next Two Subjects.

CHAIRMAN J. H. BLISS: We had planned to distribute to each person present a set of these pamphlets, but we found out that we did not have enough to go around, I think there were 85 sets brought down here. Those of you who are overlooked can obtain them by getting in touch with Mr. Heinemann at Chicago.

There is one thing I would like to mention, and that is that the next two pamphlets will be on the cattle business and hog business, respectively. These go into the subject of the detailed accounting. They do not represent the present accounting practice of any one concern. They represent thoughts from various companies. The Committee has received suggestions from everybody, and has worked over each point carefully, and put the thing together in what is considered logical shape, and using what it thought to be the best ideas given on each point.

Individuals will find that this is at variance with their present practice. It is to be hoped that as they make changes that most of them will draw most closely to the recommended procedure. In the hog business you will find that many objections were given, and it is necessary for each company to consider its individual business or plant and decide what it believes is the best and most practicable departmentalization to use. A great deal of the same will be true in the cattle business.

The second pamphlet we prepared was on the cattle business. Time did not permit us to complete that. Our work included not only cost figuring but the departmentalization of the business, the compilation of statistics and so forth. We are presenting here three or four chapters of what will be the completed cattle business pamphlet, which covers the cost figuring. I am going to ask Mr. Evans, of Armour & Company, to talk to you for a few moments on that.

Working Out Beef Costs.

MR. EVANS: Mr. Chairman and gentlemen, I only want to reiterate what Mr. Bliss has told you, that this is not the



THE ARMOUR TRIO AT THE PACKERS' CONVENTION.
A. Watson Armour, P. D. Armour, 3d, and Laurance H. Armour.

production of any one man, it is not the production of any one packinghouse, but it is the result of a series of consultations and compromises.

The more we went into this subject of beef, the more we were all convinced that each firm must work out its own salvation. Suppose we take fifteen firms, and say that each of these fifteen firms go out into the market on a given day and buy the same quality of cattle and pay the same price, they get fifteen different bases of costs. Suppose we evolve a standardized system, only one of those fifteen would approach the truth.

In the beef business you are every month in the year competing with men who do not know what their costs are on beef, and the sooner the packing industry realizes that in any beef you are purchasing this principle is one of the vital functions of our business, the better it will be. The more we go into departmentalization, the more we realize that that is of great value in the packing business, and this condition must be remedied if we are to deal with the situation which is confronting us now.

I don't think I have time to go into the technique of this thing now. Chapter 1 deals with the introduction and the scope of the cattle section. This generalizing of the business will be more or less understood by everyone connected with the beef business. When it comes to methods, we must agree on methods, but we may not agree on principle. We have got to understand the nature of our problem, and we cannot understand that before we understand distribution.

Take the packers who have the four-section business—beef, veal, sheep and hogs. If you don't demonstrate the expense distribution in such a way that the beef is getting what it is entitled to, and the hogs are getting what they are entitled to, and if you don't give enough to the beef, you are putting beef in the market at a lesser cost.

We have tried to go into convincing and elaborate detail, and I think it will pay any packer to study these figures. These men who constitute this Committee are men who know their business, and they have put down here the result of their cumulative knowledge, and if these men are not worth listening to on this particular thing, there is no man worth listening to.

The Matter of By-Product Credits.

In Part 2 we go completely into the question of credit for hides and so forth and we go into the selling fields and show you how accounts sales should be rendered, and we make special reference to the ordinary cost of the ordinary beef you put on the market, and that of contract beef. How many packers really understand what cost items enter into the beef you put upon the market commercially, and the beef you put out to the Government? It sometimes makes a difference which would stop you from making a bid or accepting the business.

We have gone very carefully into the question of expense, and we have given you the basis of the expense, whether the expense is based on the payroll, whether the expense is based on the service rendered or the sales, and so forth.

There is nothing else I want to say, because I don't want to take the time, but if all of you gentlemen study this work you will be greatly benefitted, and the members of the Committee here would be glad to answer any questions on any part of this subject, and to talk to anybody as long as he likes on any information I can give, or any of the other members of the Committee can give. We shall be very willing to give the information.

Used a Concrete Example With Cattle.

CHAIRMAN J. H. BLISS: I would like to add just a word to Mr. Evans' discussion of the cattle business pamphlet, and that is this, that in describing cost figuring for

the cattle business we have used a concrete example.

That is, we have begun by buying a representative lot of cattle, a certain number of head at such a price, and have followed the cost figuring of that lot and presented the cost figuring of a concrete example all the way through. Not only cost figuring by the cost clerk, having his schedule in front of him, but going into the schedules as to the amount of expenses to be used, and so forth.

The figures here are simple examples, they are not to be taken as figures for any time or any place. They are simply representative, and to be used as illustration and explanation.

The third pamphlet is on the hog business. We probably spent more time on that than on both the other two together. I am going to ask Mr. Knief of Wilson &



J. H. BLISS
(Swift & Co., Chicago).

Chairman Committee on Standardized Cost Accounting.

Company to tell you something about that one.

Work On the Hog Business.

MR. KNIEF: The hog business is a little bit different than almost any other industry. It has peculiarities that distinguish it from any other business. Hog products are marketed as cuts—hams and bellies; cattle are usually sold as carcasses. In addition, the pork is usually sold fresh or cured; while in the cattle business, in operating, they usually depend upon a knowledge of profit and loss on the price at which fresh meats are actually sold. In the hog business the smaller portion is sold fresh and the larger portion is sold cured.

The importance of hog cutting tests I don't think can be over estimated. Mr. MacMillan of St. Paul only yesterday asked me if we had taken up the matter of hog cutting tests. We have. We have gone into it in no great detail, but we have given it some consideration. The hog cutting test gives you a line on current profits. We have also gone into various other tests. We have gone into tests as to whether hogs should be cut into loins as well as ribs.

On page 20 of this chapter we start in with the cost figuring. We go at length into this cost figuring. Later on we go into the departmentalization of these accounts. As we have departmentalized these accounts, it is the combined effort and combined information of all the packers.

These accounts are optional. We have started with fresh pork and so forth, all of the pork departments, and we have attempted to show just where they should start and where they should stop. We

show the basis of figuring the various factors and important statistics, as well as yields and other expenses, making them comparable for further reference in the future. We show the basis for transfers through other departments. We also dwell on the basis of transfer prices and inventory prices in departments.

Taking it as a whole, while the book is in a tentative state, we think we have got it ready for you for criticism, and we are here to be criticised constructively, of course, and we will work with you while we are here, or by mail after we get to Chicago. (Applause.)

Narrow Profit Margin Calls for Care.

CHAIRMAN J. H. BLISS: I would like to recall to you the remark that Mr. Wilson made in his address, upon the margin upon which the packers do business. It is so narrow that only by the most accurate figuring can you determine the difference between a profit and a loss on a transaction. I don't think anything else is necessary to impress upon everybody the necessity for good, complete and accurate figures than that one fact, the narrow margin upon which we have to do business. We would like to get the suggestions of everybody here to assist us in completing these pamphlets and completing the others which are to follow.

CHAIRMAN W. B. FARRIS: We will not be able to take up many of the comments which have been sent in by the different members of the Institute today. I wish to say in this connection that those who have read these pamphlets consider them a wonderful work, and I suggest to each packer that you get one of these pamphlets digested, and if you feel that you don't want to adopt this system as it stands you will have the satisfaction of knowing the way most of them are figuring. It is intended to cover either the large packer or the smaller packer.

Importance of Standardized Accounting.

PRESIDENT WILSON: I would like to say, Mr. Chairman, before adjourning that this Committee on Packing House Accounting so far has accomplished a wonderful work. I think if the men here representing the different concerns will take this matter to heart, and will make a study of these pamphlets, and will adopt all the suggestions that it is possible for them to adopt in their own business, they will be more than repaid for their trip to Atlantic City, if they will take this matter seriously, as they should take it, because it goes to the very vitals of the packing industry and discloses what has been responsible for many of the faults in the industry—this lack of uniformity in the accounting systems of the different firms.

More of the faults are traceable in our industry to this than to any other cause. If we put into our organizations intelligent accounting, such as these pamphlets recommend, we will find a different situation confronting us. We cannot as an Institute request or insist upon the application of these principles, and I do not think it is necessary to go so far. The men who are here are intelligent men and they must appreciate the importance of the statements that have been made by men competent to judge the situation.

These men have made recommendations here which I think go home to every man in this place. I think this group luncheon alone has justified the whole work of the Institute, if the recommendations made are taken advantage of.

LIVESTOCK CONFERENCE CALLED.

A conference of livestock men will be held in Chicago October 8 and 9, under the auspices of the American Farm Bureau Federation, which will probably result in the appointment of a committee to study further the co-operative marketing of livestock. The conference is open to the public and a number of interests will be represented.

Institute Standing Committees Chosen

Appointment of the standing committees of the Institute of American Meat Packers was announced this week by President Thomas E. Wilson, following the election at the recent Atlantic City convention. Very few changes are made in the personnel of the committees which did such good work during the past year.

Several new standing committees are included in this year's permanent list, including the Committee on Standardized Cost Accounting, the Committee on Industrial Relations, the Committee on Bruised and Other Livestock Handling Losses, and a Committee on Local Transportation, to look after motor truck, teaming and similar matters of local transportation.

The committees as announced by President Thomas E. Wilson, are as follows:

COMMITTEE ON PUBLIC RELATIONS—G. F. Swift, Jr., chairman, Swift & Company, Chicago, Ill.; Charles H. Ogden, Pittsburg Provision Co. & Packing Co., Pittsburg, Pa.; John T. Agar, William Davies Company, Chicago, Ill.; Albert T. Rohe, Rohe & Brother, New York, N. Y.; B. W. Corkran, Corkran, Hill & Company, Baltimore, Md.; A. W. Armour, Armour & Company, Chicago, Ill.; Myron McMillan, J. T. McMillan Co., St. Paul, Minn.; V. D. Skipworth, Wilson & Company, Chicago, Ill.; Geo. A. Hormel, Geo. A. Hormel & Company, Austin, Minn.; E. S. Waterbury, Morris & Company, Chicago, Ill.

TRAFFIC COMMITTEE—Chas. E. Herrick, chairman, Brennan Packing Company, Chicago, Ill.; F. W. Ellis, Armour & Company, Chicago, Ill.; Gustav Bischoff, Jr., St. Louis Independent Packing Company, St. Louis, Mo.; George A. Blair, Wilson & Company, Chicago, Ill.; F. H. Frederick, Swift & Company, Chicago, Ill.; A. Z. Baker, Cleveland Provision Co., Cleveland, O.; A. W. McLaren, Morris & Company, Chicago, Ill.; J. A. McNaughton, Cudahy Packing Co., Chicago, Ill.

COMMITTEE TO CONFER WITH LIVE STOCK PRODUCERS—Thomas E. Wilson, chairman, Wilson & Company, Chicago, Ill.; T. W. Tallafarro, Hammond Standish & Company, Detroit, Mich.; E. A. Cudahy, Jr., Cudahy Packing Company, Chicago, Ill.; Edward Morris, Morris & Company, Chicago, Ill.; F. E. White, Armour & Company, Chicago, Ill.; R. S. Dold, Jacob Dold Packing Company, Buffalo, N. Y.; E. C. Merritt, Indianapolis Abattoir Co., Indianapolis, Ind.; L. F. Swift, Swift & Company, Chicago, Ill.

COMMITTEE TO CONFER WITH GOVERNMENT OFFICIALS—R. F. Eagle, chairman, Wilson & Co., Chicago, Ill.; Michael Ryan, Cincinnati Abattoir Company, Cincinnati, Ohio; E. A. Cudahy, Jr., Cudahy Packing Company, Chicago, Ill.; Albert T. Rohe, Rohe & Brother, New York, N. Y.; John E. O'Hern, Armour & Company, Chicago, Ill.

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COMMITTEE TO CONFER WITH RETAIL DEALERS AND TRADE ASSOCIATIONS—John A. Hawkinson, chairman, Allied Packers, Inc., Chicago, Ill.; J. L. Sheehy, Corn Belt Packing Company, Dubuque, Iowa; Oscar G. Mayer, Oscar Mayer & Co., Chicago, Ill.; L. D. H. Weld, Swift & Company, Chicago, Ill.; S. Davis Hill, Corkran, Hill & Co., Baltimore, Md.; Carl Means, Wilson & Company, Chicago, Ill.

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STOCK YARDS PLAN REJECTED.

The plan presented by certain packers to dispose of their holdings in the stock yards at several different centers to F. H. Prince & Company of Boston has been rejected by the Department of Justice at Washington. Although the court was urged to disapprove the entire plan, no other plans were presented by the government, and no suggestions were made as to the kind of plan which would be acceptable.

The Department of Justice enumerates six specific objections to the scheme for the formation of a holding company headed by F. H. Prince & Co. of Boston.

The objections, in brief, are as follows:

That the formation of such a holding company would in itself be a combination in violation of anti-trust laws.

That those controlling the holding company would be able to manipulate sales and traffic conditions at the various markets.

That the plan is obscure and indefinite in several particulars.

That the big packers should not be allowed to retain approximately 50 per cent of the stock in the holding company, as proposed.

That the former connection of F. H. Prince & Co. with the ownership of the Chicago stock yards makes that company unsatisfactory.

That the so-called plan for a holding company is not in such form as to insure the court that if approved it would be carried into effect.

WOOL CONSUMPTION KEEPS LOW.

A total of 38,000,000 pounds of wool, grease equivalent, was used in the manufacturing plants in the United States during August. This is an increase of about 1,000,000 pounds over the preceding month, but is 18,000,000 pounds less than the amount used in August, 1919, according to reports of the U. S. Bureau of Markets.

The consumption during August of the different grades of wool shows a gradual tendency for increases in consumption in the lower grades of wool, while fine, half blood and three-eighths blood are somewhat below the February figures. The largest percentage increase is shown in carpet wools.

The amounts used in August, according to condition, were: Grease wool, 26,901,071 pounds; scoured, 4,832,686 pounds; and pulled, 1,116,199 pounds.

TESTS IN DRYING TANKAGE WITH "STICK"

Results Obtained With New Type Corrugated Shell Dryer

By Julius Alsberg, Consulting Engineer, Chicago, Ill.

[EDITOR'S NOTE.—This is one of a series of special articles to appear from time to time in the columns of THE NATIONAL PROVISIONER describing developments in packinghouse methods and equipment, written by men who have had a part in these developments, and who can speak with authority.]

Dryers usually employed for drying tankage with admixtures of "stick," or evaporated tank-waters, to produce fertilizer and stock foods are of the horizontal cylindrical type. They are provided with a power-driven paddle shaft for turning over and keeping the mass to be dried in a loosened condition, thereby giving large surface exposure of the materials. Heat to evaporate the moisture present in the

ductor and limits the speed of evaporation of the moisture in the charge. The greater the percentage of added "stick," the harder this lining becomes, with a further decrease of the speed of drying and an increase in the power required.

On the other hand, within certain limits it is desirable to add as much "stick" as possible, as there usually is a surplus available, and its addition produces a fertilizer much richer in ammonia and lower in fat.

Anything, therefore, which prevents the formation on the inner shell of this hard-baked-on lining will increase the capacity

The double shell is shown in Fig. 2. This corrugated shell has only one longitudinal seam which is lap welded before the corrugations are rolled. The single girth joint is also welded before rolling the corrugations. The shell is therefore practically truly round and one piece with no internal projecting points. This construction also gives a considerable increase in heating surface.

The shell of the particular dryer tested was made of $\frac{5}{8}$ " plate and had a length inside of 16' 0" and an inside diameter of 54 inches. Pitch and depth of corrugations were respectively 8" and $1\frac{1}{2}$ ". Under the rule of the Board of the U. S. Supervising Inspectors of steam vessels, this inner shell is allowed an external working steam pressure of 174 lbs. per square inch. This thickness of metal was used to allow for wear and vibratory stresses, as it is not expected, nor is it desirable, to operate a dryer at such high steam pressure. This corrugated shell is shown in Fig. 2.

Construction of the Dryer.

The dryer had twenty-three paddle arms each carrying two paddles. The paddle faces were given a profile to conform with the corrugations and can be operated with quite small clearance, at any rate small enough to prevent baking on of the heat insulating layer above referred to. It has been found that, with the speed of twelve revolutions at which the paddle shaft operates, the surface of the inner shell becomes polished with use.

It has been customary to mount the paddle shaft in ordinary babbitted bearings, provision being made for adjustment so that, as the babbitt wears and lowers the shaft, it can again be raised to a central position. In practice, with the dusty condition usually prevalent, such adjustment is required at not infrequent intervals of time.

It can readily be understood that, with small clearances, bearings must be provided that will not permit the paddle shaft to leave its central position because

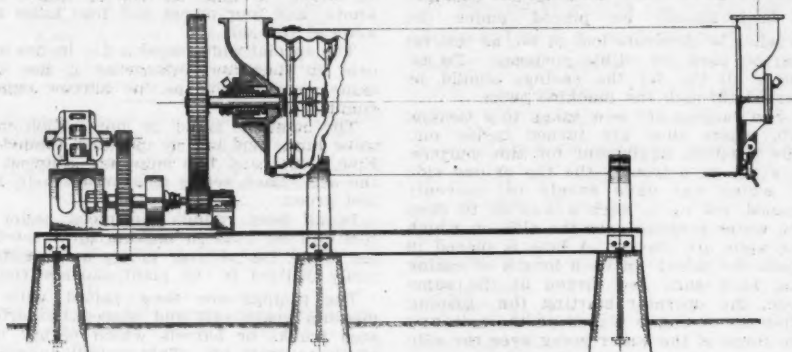


FIG. 1.—CONSTRUCTION OF THE NEW TYPE DRYER.

materials fed is furnished by a steam jacket around the cylindrical shell. This makes a double concentric shell, the outer one subject to internal and the inner one to external pressure.

As is well known, a thin-walled cylinder has great strength to resist internal pressure. Against external pressure, however, it is quite weak. Theoretically, the strength against collapse of a perfectly round cylinder is limited only by the crushing strength of the wall. Actually in practice it is impossible to make a perfectly round cylinder, and the strength of the cylinder is limited by the resistance to bending of the wall at diametrically opposite points. And for large diameters the resistance to collapse is not very great.

Objections to Use of Stay Bolts.

Hence, in building double shell dryers of this type, the use of stay bolts between the two shells has been resorted to. While this design makes a strong and safe construction, it has two inherent and practical objections.

Firstly, it is found in practice that the stay bolts are difficult to maintain steam tight. Sooner or later, because of vibration and unequal expansion of the two shells they develop leaks.

Secondly, to develop the strength of the stay bolts, they are allowed to project inside the inner shell and are riveted over. The revolving paddles, therefore, have to operate with a very considerable clearance between paddles and shell. It is found, if any considerable percentage of "stick" is fed, that a hard layer is baked on the inner shell, the thickness depending on the clearance and the proportion of stick fed. This layer is a poor heat con-

ductor and will permit the raising of the "stick" content in the materials fed.

Experiments to Get Desired Result.

It was with these ends in view that the design of the dryer under discussion was made. Its construction is shown in Fig. 1. This particular dryer was also equipped with a simple dust separator (not shown) and a small suction blower to remove the vapors as formed.

This dryer differs essentially from the stay-bolted dryer in only one point. The



FIG. 2.—SHOWING CORRUGATED DOUBLE SHELL OF DRYER.

inner shell is given sufficient strength in itself (against collapse) so that stay bolts are unnecessary. As a result an inner shell free from leakage troubles, perfectly smooth and free from projections is obtained. With it the paddles can operate with the minimum practical clearance.

The necessary strength and stiffness are given the inner shell by corrugating it in the manner that has long been standard practice in boilers with internal furnaces.

of undue wear. This is accomplished by the use of "Hyatt" roller bearings, properly protected against the entry of dust. Incidentally, these bearings reduce the power consumption and simplify the lubrication.

Tests Made With Various Charges.

Numerous tests were made with different steam pressures, with different percentages of "stick" added to the charge. (Continued on page 30.)

PRACTICAL POINTS FOR THE TRADE

EXPERT ADVICE.

Answer to questions appearing on this page are prepared with the advice and assistance of the Committee on Packinghouse Practice of the Institute of American Meat Packers. This committee comprises W. B. Farris, general superintendent Morris & Company; Myrick D. Harding, general superintendent Armour & Company; Jacob Moog, vice-president Wilson & Company; F. J. Gardner, general superintendent Swift & Company; John Robertson, general superintendent Miller & Hart; Arthur Cushman, general superintendent Allied Packers, Inc., and Geo. M. Foster, general superintendent John Morrell & Co., Sioux Falls, S. D.

Readers are invited to submit questions concerning any feature of packinghouse practice on which they desire information or assistance. Criticism or suggestions concerning any matter here discussed are also invited, and will be given careful attention.

HANDLING BEEF CASINGS.

A packer in the South asks this question:
Editor The National Provisioner:

Could you give me directions for handling and packing beef casings and how to properly care for them?

In the manufacture of beef casings, the first operation is to run the beef round or small gut out of the set without cutting it, holding the knife close to the gut so as much as possible of the fat will be removed. The skin between the ruffle and small gut is cut to enable the machine to take off the remaining fat. However, before putting through the fattening machine, the manure content is stripped, and as the gut in its fresh state is very tender, the machine operator should exercise

great care to eliminate the possibility of tearing holes in the gut.

The casings are then stripped into the hot water box, which is usually located behind the fattening machine. There is no standard temperature, but the water should be sufficiently hot to keep the fat soft, yet not cook or scald the casings. Water that is too hot will cause the casings to lose their color, and they will not stand up under stuffing as they should.

Standard fattening machines are manufactured by four or five concerns who handle packing house machinery. The brushes in this machine are filled with rice root and set close enough to take all the fat off without breaking the casings. A basin should be placed under the brushes to eliminate loss of fat, as this fat can be used for edible purposes. To remove all the fat the casings should be passed through the machine twice.

The casings are now taken to a turning tub, where they are turned inside out. The simplest equipment for this purpose is a tub or a trough, the top of one side of which has nails evenly or unevenly spaced, set up in such a way as to keep the water running over the side on which the nails are placed. A hole is placed in about the middle of each length of casing and both ends are turned at the same time, the operator starting the turning after the casing is placed on the nail, and the force of the water going over the side completes the operation of turning.

After turning, four sets of casings are placed on a string and stripped into a hot water box located behind the slimming ma-

chines, and are then passed through the slimming machines. The brushes in the first slimming machine are filled with rice root; in the second machine one rice root brush and one bristle brush are used. As slime is valuable for its ammonia content, a catch basin is placed under each slimming machine so all possible slime may be recovered.

The casings are then thoroughly chilled by placing in a vat of cold water. Ice can be used in chilling the water, but most satisfactory results are secured where the water is chilled by brine.

The casings are then blown and selected into narrow export rounds, special wide rounds, and medium rounds. The narrow export round is $1\frac{3}{4}$ inches in diameter and under; and is measured 105 to 106 feet to the green set to insure a length of 109 ft. cured. It must be free of slime, fat, knots; and four pieces and four holes are allowed to each set.

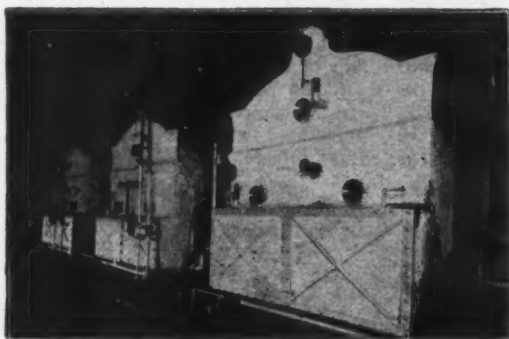
The special wide round is $1\frac{3}{4}$ inches and over in diameter; otherwise it has the same specifications as the narrow export round.

The medium round is one which contains knots and has no specified diameter. Five pieces and five holes are allowed to the set. Each set is measured 105 to 106 feet green.

In all beef rounds, no piece under 5 feet can be used in making up a set for the trade, but shorter pieces are satisfactorily utilized in the plant sausage room.

The casings are then salted with a medium grain salt and placed in perforated trucks or barrels which permit the pickle to drain off. This usually takes 15 to 18 hours. The salt is then shaken off and the casings are again inspected for

(Continued on Page 29.)



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OTTO V. SCHRECK, President.

PAUL I. ALDRICH, Vice-President.

HUBERT CILLIS, Secretary and Treasurer.

PAUL I. ALDRICH, Editor and Manager.

GENERAL OFFICES.

Old Colony Building, Chicago.

Telephones Wabash 742 and 743.

Cable Address: "Sampan," N. Y.

EASTERN OFFICES.

116 Nassau Street, New York.

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WANTED—A CUSTOMER!

The Federal Department of Justice dis-
approves of the proposal made by certain
meat packers for the disposal of such
stock yards interests as they may have to
a holding company formed by outsiders, in
order to comply with the court decree re-
quiring these packers to get rid of such
holdings. The Department fears that the
desired object would not be attained by
this sale, but that packers would in some
mysterious way still maintain an interest
presumed to be prejudicial to the public
welfare.

The Department does not suggest an
alternative. It has nothing better to offer,
apparently. It demands that the packers
get rid of their stock yards interests, but
it does not indicate where a customer is
to be found. These packers, in the course
of their endeavors to comply with the court
decree prepared by the Department, appear
to have found one. But the Department
doesn't like the looks of this customer, and
says: "Nothing doing!"

People are not running around these
days with money to invest bulging from
their pockets. Customers are not easy to
find. Even the livestock man—for whose
benefit this stockyards divorce decree was
supposed to have been granted—is not
falling over himself in eagerness to ac-

quire these yards and operate them on
his own hook. He manifests a strange lack
of interest in such a golden opportunity.

Perhaps the Department of Justice, or
even the Federal Trade Commission, which
is also an objector, can find a customer for
this property satisfactory to themselves.
Something must be done. The decree com-
pels these packers to divest themselves of
this property within a certain time, and
they are endeavoring to comply with it,
in spite of the difficulties which beset their
way.

MEAT PRODUCTION CREDITS

Many interests other than the livestock
producers are asking extensions of credit
by the federal reserve banks. Scarcely
any industry is getting the loans that it
needs, and each is seeking relief by ap-
pealing to the federal reserve system,
which was organized for the purpose of
helping out at just such a time as this.
Manufacturers, railroads and producers are
all looking for credit; and relief to any
one of these is necessarily given at the
expense of the others. The question con-
fronting the federal reserve bank then, is,
Where shall the reserve funds be used
and just what industries shall be given
extended credit?

The answer to this question certainly is
not to withhold credit from all lines of
business when it is so badly needed.
Money should be placed where it will do
the greatest amount of good, which means
in the industries most essential to the
public welfare. Consideration must also
be given to the future, and credit be ex-
tended to those whose future business de-
pends upon their present supply.

Producers of livestock are engaged in
one of the most essential industries, and
upon their work depends the meat supply
of the entire nation. If adequate funds
are not provided for them to carry on their
business, the next few years may see a
serious shortage of this important food
product. No relief can be expected from
abroad, as practically all of the countries
in Europe are unable even to supply them-
selves, and are looking to the United States
for aid.

Money loaned to livestock breeders will
not be used for speculation, nor for the
purpose of withholding their goods from
the market until higher prices can be ob-
tained. Financial stringencies are at
present forcing many livestock men to
market their breeding stock and young
stock, thus endangering the future supply.
In the face of this condition loans will
assuredly not be used for speculation, but
for the purpose of holding a sufficient
amount of breeding stock to maintain
normal production in the next two or three
years.

Feed is plentiful, this year's crop of
grain is one of the largest ever known,
but the losses suffered by stockraisers in
the last few years from drouths, severe
winters and other causes have brought
many of them to the point where they
must have credit to carry them through
the winter. If this credit is made avail-
able the outlook for the future of live-
stock production and of the nation's meat
supply will be brighter than it seems at
present.

MUST BE FIT FOR THE JOB

Workmen in an up-to-date industrial
plant must be fitted into their positions
only after a rigid physical examination,
conducted along the lines of an army or
navy examination, declared A. A. Bureau,
safety engineer of Morris & Co., in an ad-
dress before the Ninth Annual Congress
of the National Safety Council in Milwau-
kee. Mr. Bureau discussed the importance
of the physical examination both as a
safety measure and as an efficiency meas-
ure, and pointed out the advantages to be
derived from it by both the employer and
the employee.

The physical fitness of a man for his
employment should occupy first considera-
tion in the mind of the modern intelligent
employer. In the past men were hired
on the basis of education or skill. Today
we realize that the physical condition is
the greatest factor in the hiring and plac-
ing of men. A man's mental alertness,
soundness of judgment, efficiency and
skill depend, to a large extent, upon his
physical condition.

A man in poor health is like a dirty
machine. He cannot, as this speaker said,
make his body respond quickly in the
face of impending danger. Also, he can-
not do his best work, regardless of how
good the working conditions may be. As
to safety, an abnormal man is never 100
per cent mentally or physically alert. He
decreases the safety of his fellow work-
ers. Accidents are costly misfortunes,
both in human suffering and cold cash.
As to efficiency, anything less than his
best is a decrease in the production of a
department in which a man is employed.

The loss in production caused by the
physical health of one man, says this ex-
pert, when multiplied by many such men,
soon can make a marked difference in the
total amount of production for the plant;
therefore, the physical condition of the em-
ployees is an important factor, first in
the reduction of accidents, and second in
the cost of production. As time goes on
there will be more emphasis laid upon
the grading of workers according to their
physical fitness to perform the work of
the particular job for which they are
hired.

TRADE GLEANINGS

The Arabi Packing Company has been organized at Arabi, La.

M. C. Winston & Son will establish a fertilizer factory at Warrenton, N. C.

Gerst Brothers Packing Company, St. Louis, Mo., will build a new engine room.

The Victory Fertilizer Company of Florida has been organized at Lake Worth, Fla.

The Farmers & Planters Company will erect a fertilizer plant and warehouse at Salisbury, Md.

The Palmetto Oil Company, Bishopville, S. C., has increased its capital stock from \$50,000 to \$100,000.

The People's Cotton Oil Company has been incorporated at Wharton, Tex., with a capital of \$75,000.

The warehouse of the California Packing corporation at Sacramento, Calif., has been damaged by fire.

The Springfield Cotton Oil Mills, Laurel Hill, N. C., have increased their capital from \$200,000 to \$500,000.

The Gulf City Manufacturing Company, with a capital of \$25,000, has been incorporated at Biloxi, Miss.

The Carolina Fertilizer and Phosphate has been incorporated at Rocky Mount, N. C. Its capital is \$2,000,000.

The Sieloff Packing Company, St. Louis, Mo., has acquired a site for a new plant which will cost about \$500,000.

The N. Auth Provision Company, Washington, D. C., will build an addition to its packing plant at a cost of about \$60,000.

The Fountain Inn Oil Mill and Fertilizer Company has recently been incorporated at Fountain Inn, S. C. It has a capital of \$60,000.

The Southern States Packing Company will build a packing plant and a factory for the manufacture of by-products at Savannah, Ga.

H. M. Wilson has resigned as superintendent of the New Richmond, Wis., branch of Hatley Brothers Company and has been succeeded by A. Donaldson.

The Kanawha Packing Company has been incorporated at Montgomery, W. Va., with a capital of \$50,000. P. E. Holz, H. Lane and L. Burke O'Neal are the incorporators.

The Albia Packing Company, Albia, Ia., recently conducted a demonstration in slaughtering, which was attended by a large number of farmers from the surrounding country.

The Farmers' Gin and Cotton Oil Company has been incorporated at Siler City, N. C., with a capital of \$100,000. J. P. Seawell, W. J. Hackney and J. A. Dark are the incorporators.

MEAT RATES TO CHICAGO.

In the case of the Home Packing & Ice Company against various railroads, decided June 1, 1920, and decision just released, the Interstate Commerce Commission decided a complaint involving the rates on fresh and cured meats from Terre Haute, Ind., to Chicago, as compared with rates on the same commodities from East St. Louis. Its decision holds that the rates from Terre Haute, which were higher than from St. Louis, are not shown to have been unreasonable per se, but that the adjustment was prejudicial to Terre Haute and unduly preferential to the St. Louis shippers.

At the time of the hearing, the carriers

agreed—and subsequently published rates on basis of the agreement—to make the rates from Terre Haute to Chicago the same as from East St. Louis, this change to be effected by making an increase in the East St. Louis and St. Louis rates. The undue prejudice having been removed, and the Commission holding that there was no proof of damage that warranted reparation, the complaint was ordered dismissed.

CANADIAN LIVESTOCK IN AUGUST.

Receipts of livestock at principal Canadian centers during the month of August, with comparisons, are reported by the Dominion Department of Agriculture as follows:

	CATTLE.			
	Month of August.	Same Month of 1919.	Month of July.	Month of August.
Toronto (U. S. Y.)	22,532	27,978	20,927	
Montreal (Pt. St. Chs.)	5,213	7,226	3,079	
Montreal (East End)	4,925	7,580	3,743	
Winnipeg	31,579	32,721	14,096	
Calgary	6,933	10,911	4,104	
Edmonton	2,991	6,398	1,723	

	CALVES.			
	Month of August.	Same Month of 1919.	Month of July.	Month of August.
Toronto (U. S. Y.)	8,311	5,443	6,331	
Montreal (Pt. St. Chs.)	4,626	5,457	4,687	
Montreal (East End)	3,123	4,816	4,243	
Winnipeg	2,834	2,733	2,246	
Calgary	1,487	5,232	455	
Edmonton	477	971	292	

	HOGS.			
	Month of August.	Same Month of 1919.	Month of July.	Month of August.
Toronto (U. S. Y.)	15,437	26,807	20,799	
Montreal (Pt. St. Chs.)	7,604	7,459	6,699	
Montreal (East End)	8,063	7,709	5,374	
Winnipeg	8,031	10,843	16,235	
Calgary	3,672	3,370	2,164	
Edmonton	1,225	1,654	1,946	

	SHEEP.			
	Month of August.	Same Month of 1919.	Month of July.	Month of August.
Toronto (U. S. Y.)	29,283	25,498	16,730	
Montreal (Pt. St. Chs.)	15,497	13,407	6,426	
Montreal (East End)	9,028	7,706	4,806	
Winnipeg	7,622	4,129	3,471	
Calgary	4,144	2,162	1,047	
Edmonton	1,051	747	382	

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

General Price Reaction—Hogs and Product Both Decline—Hog Movement Better—Demand Rather Disappointing—Exports Fair.

The action of the product market during the week has been quite a disappointment to the believers in better prices. There has been a sharp reaction in prices, with the market showing a sharp reaction in values the middle of the week, influenced by the irregularity in feed grains and some reaction in hogs. The selling pressure was at times quite active, and yet on the declines there seemed to be evidence of considerable support.

The general position of the market appears to be such as to indicate a somewhat more confident feeling and perhaps the anticipation of a further reduction in stocks. The half month statement was considered bullish and some are claiming that the end of the month figures will show an important falling in the total. The September 1st figures were rather impressive, showing a decline of 147,000,000 pounds from the total of the preceding month, but the grand total of all product stock is 117,000,000 pounds in excess of last year, of which 83,000,000 pounds excess is in lard alone, there being only a small excess in the total meat stocks.

As regards the stocks of beef, the total on hand is 107,000,000 pounds less than last year, and with the movement of live-stock and the packing operations there is no reason to expect that the October 1st figures will not be relatively bullish.

The movement of livestock to market has increased somewhat in hogs but has decreased somewhat in cattle and sheep, compared with last year. The August statement of Bureau of Animal Industry, showing the number of animals inspected for slaughter during August and for eight

months ending August, 1920, follow:

August—	1920.	1919.
Cattle	685,763	859,409
Calves	332,349	318,769
Sheep	1,041,580	1,253,883
Swine	2,176,010	1,949,413
Eight months—		
Cattle	5,413,781	6,162,317
Calves	2,835,487	2,620,539
Sheep	6,862,901	7,522,565
Swine	26,224,553	20,068,045

The export movement of meats during the past week was somewhat better, with a total of 21,000,000 pounds, compared with 9,000,000 pounds the previous week, and 14,000,000 pounds last year. Lard exports showed a decrease with a total of 8,000,000 pounds, compared with eleven and a half million the previous week, and 3,000,000 last year. Of the exports of meats during the week there were 14,000,000 pounds exported to British sports, the balance mostly to the continent.

The price of live hogs and the price of corn continued to attract the attention of the entire trade. The price of hogs at over 16c a pound gives a feeding value even on the price of old corn, which is very large and makes a radical difference in the position of feeders and farmers. A good many expressions of opinion have been heard that the condition will make for a heavier weight of hogs and if the situation continues there will be an increase in the production.

The fact that stocks of products are decreasing pretty steadily is a considerable factor in the situation. The present stocks of pork and beef products total only a little over 1,000,000,000 pounds, against a somewhat larger figure last year, and yet before the turn came in the stocks a year ago the totals were reduced to a point which indicated a serious inroad on the supplies.

Domestic consumption continues large and it is evident that the shipments will probably show no special decrease compared with the preceding eight months, but with conditions as they are at present there seems to be evidence of some improvement, particularly if there is any gain in the exchange situation.

PORK—The market has been quiet and somewhat weaker both east and west. Cash demand has been quiet and prices have been affected somewhat by the price

cutting campaign and the sharp drop in hog prices. At New York mess was quoted at \$31@32, family \$43@51, and short clears \$39@43. At Chicago mess pork was quoted at \$25.50.

LARD—The lard market has been weaker, influenced by the same conditions as pork. A sharp drop in hogs took place which, with cash demand quieter, caused a sharp decline. On the break, however, there was some improvement in consuming demand and a slight rally took place. At New York prime western was quoted at \$20.30@20.40, middle western \$19.95@20.05, city 19c, nominal, compound 16¼@17¼c in carlots, South American lard 23¼, Brazil kegs 24¼ and refined to the continent 23c. At Chicago leaf lard was quotable at about 22c, and loose lard at 37¼c over October.

BEEF—The market was very quiet and very steady. At New York mess was quoted at \$19@20, packet \$21@22, family \$25@28, and extra India mess, \$42@45.

SEE PAGE 35 FOR LATER MARKETS.

MEAT EXPORTS IN AUGUST.

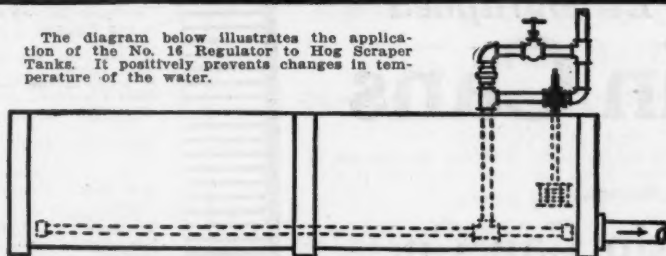
Official reports of exports of meat and dairy products for the month of August show a decrease in total value of \$61,712,135 compared to the same month in 1919. Exports during the first eight months of 1920 have a value of \$382,379,770, against \$905,029,985 during the first eight months of the previous year.

Pickled pork shows a gain of 139,715 pounds for July, as compared to July 1919, and for the eight months period it shows a gain of 8,240,091 pounds. All other products on the list have decreased since 1919. Comparing the month of July 1920 with July 1919, bacon shows a decrease of 60,817,642 pounds, hams and shoulders a decrease of 30,787,258 pounds and lard a decrease of 18,012,076 pounds. Corresponding decreases have taken place during the eight months period.



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Exports for the month of August compare as follows:

	Aug., 1920.	Aug., 1919.
Beef, canned, lbs.	1,231,070	2,804,361
Value	\$272,680	\$1,086,944
Beef, fresh, lbs.	343,352	5,077,346
Value	\$61,846	\$1,878,063
Beef, pickled, etc., lbs.	2,152,962	2,494,113
Value	\$253,883	\$510,637
Oleo oil, lbs.	3,000,931	3,188,148
Value	\$676,972	\$2,633,090
Bacon, lbs.	23,333,156	24,150,798
Value	\$5,582,362	\$23,331,502
Hams and shoulders, lbs.	9,360,469	40,147,727
Value	\$2,703,668	\$13,427,284
Lard, lbs.	31,020,802	49,032,878
Value	\$6,591,629	\$17,587,080
Neutral lard, lbs.	1,177,490	2,043,388
Value	\$264,247	\$749,138
Pork, pickled, lbs.	2,257,511	2,117,796
Value	\$416,057	\$581,042
Lard compounds, lbs.	1,561,344	7,420,555
Value	\$337,235	\$2,071,733

Comparative figures for the first eight months of 1919 and 1920 follow:

	Eight months ending August, 1920.	August, 1919.
Beef, canned, lbs.	23,103,547	47,641,617
Value	\$5,630,306	\$18,463,485
Beef, fresh, lbs.	82,525,047	114,294,528
Value	\$16,473,061	\$26,967,448
Beef, pickled, etc., lbs.	17,527,140	29,617,500
Value	\$2,567,038	\$6,152,225
Oleo oil, lbs.	45,451,756	48,938,901
Value	\$10,874,371	\$14,145,420
Bacon, lbs.	118,790,017	952,354,066
Value	\$106,297,390	\$301,801,324
Hams and shoulders, lbs.	141,772,135	532,966,870
Value	\$38,012,330	\$169,702,870
Lard, lbs.	364,353,218	577,172,668
Value	\$88,727,874	\$180,931,106
Neutral lard, lbs.	17,893,544	18,712,477
Value	\$4,421,093	\$6,233,398
Pork, pickled, lbs.	26,727,150	18,487,656
Value	\$5,568,908	\$4,783,345
Lard, compound, lbs.	20,362,348	111,390,703
Value	\$5,023,176	\$27,783,563

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GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, Sept. 29.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 avg., 28½c; 10@12 avg., 28½c; 12@14 avg., 28½c; 14@16 avg., 28½c; 16@18 avg., 28½c; 18@20 avg., 28½c. Sweet Pickled, 8@10 avg., 29½c; 10@12 avg., 29½c; 12@14 avg., 29½c; 14@16 avg., 29½c; 16@18 avg., 29½c; 18@20 avg., 30-31c.

Skinned Hams—Green, 14@16 avg., 30½c; 16@18 avg., 30½c; 18@20 avg., 30½c; 20@22 avg., 30c; 22@24 avg., 29½c. Sweet pickled, 14@16 avg., 31½c; 16@18 avg., 31½c; 18@20 avg., 31½c; 20@22 avg., 31c; 22@24 avg., 30½c.

Picnic Hams—Green, 4@6 avg., 20½c; 6@8 avg., 20½c; 8@10 avg., 19½c; 10@12 avg., 19½c. Sweet pickled, 4@6 avg., 20½c; 6@8 avg., 20½c; 8@10 avg., 19½c; 10@12 avg., 19½c.

Clear Bellies—Green, 6@8 avg., 31c; 8@10 avg., 30½c; 10@12 avg., 29c; 12@14 avg., 28c; 14@16 avg., 26c. Sweet pickled, 6@8 avg., 30c; 8@10 avg., 29c; 10@12 avg., 28c; 12@14 avg., 27c; 14@16 avg., 26c.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, Sept. 29, 1920.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 44@48c; green hams, 8@10 lbs., 31½c; 10@12 lbs., 31½c; 12@14 lbs., 31c; green clear bellies, 8@10 lbs., 32c; 10@12 lbs., 32c; 12@14 lbs., 31c; green rib bellies, 10@12 lbs., 29c; 12@14 lbs., 29c; sweet pickled clear bellies, 6@8 lbs., 26c; 8@10 lbs., 26c; 10@12 lbs., 26c; 12@14 lbs., 25c; sweet pickled rib bellies, 10@12 lbs., 25c; 12@14 lbs., 24½c; sweet pickled hams, 8@10 lbs., 31c; 10@12 lbs., 30c; 12@14 lbs., 29c; 18@20 lbs., 34c; dressed hogs, 25½c; city steam lard, nominal, 20c; compound, 17c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs., 40@41c; 10@12 lbs., 39@40c; 12@14 lbs., 38@39c; 14@16 lbs., 36@37c; skinned shoulders, 24c; boneless butts, 36c; Boston Butts, 28c; lean trimmings, 24c; regular trimmings, 18c; spareribs, 17c; neck ribs, 4c; kidneys, 5c; tails, 10c; livers, 2c; pig-tongues, 21c.

CANADIAN CATTLE MARKETS.

Receipts of cattle and calves at chief Canadian centers, with top prices for selects, compared to the same time a month and a year ago, are reported as follows by the Market Intelligence Division of the Dominion Department of Agriculture for the week ending Sept. 23, 1920:

	CATTLE.			
	Receipts.	Top Price	Good Steers.	
	Week Same Week ending Sept. 23 1919	Week Same Week ending Sept. 16 1919	Week Same Week ending Sept. 23 1919	Week Same Week ending Sept. 16 1919
Toronto (U. S. Y.)	5,265	6,940	7,183	\$14.00 \$12.50 \$14.00
Montreal (Pt. St. Cha.)	1,640	1,956	1,726	13.00 10.75 12.00
Montreal (East End)	1,416	2,968	1,800	13.00 10.75 12.00
Winnipeg	12,520	8,405	14,066	12.25 11.25 13.75
Calgary	3,691	6,535	3,663	9.75 9.75 10.00
Edmonton	1,539	1,316	1,191	9.50 9.50 9.50

	CALVES.			
	Receipts.	Top Price	Good Calves.	
	Week Same Week ending Sept. 23 1919	Week Same Week ending Sept. 16 1919	Week Same Week ending Sept. 23 1919	Week Same Week ending Sept. 16 1919
Toronto (U. S. Y.)	1,005	889	1,174	\$20.00 \$20.00 \$20.00
Montreal (Pt. St. Cha.)	1,560	1,225	1,349	19.00 17.00 15.00
Montreal (East End)	1,714	1,815	1,307	19.00 17.00 15.00
Winnipeg	765	763	738	11.50 12.00 12.00
Calgary	751	170	10.50	9.25 10.75
Edmonton	181	81	242	10.00 10.00 10.00

CANADIAN HOG MARKETS.

Receipts of hogs at chief Canadian centers for the week ending Sept. 23, 1920, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture, with top prices for selects, compared to a month and a year ago:

	EXPORTS OF PROVISIONS			
	Receipts.	Top Price	Selects.	
	Week Same Week ending Sept. 23 1919	Week Same Week ending Sept. 16 1919	Week Same Week ending Sept. 23 1919	Week Same Week ending Sept. 16 1919
Toronto (U. S. Y.)	3,158	6,831	2,402	\$21.00 \$18.25 \$20.75
Montreal (Pt. St. Cha.)	1,761	1,563	1,740	21.00 18.25 21.00
Montreal (East End)	2,063	1,180	2,203	21.00 18.25 21.00
Winnipeg	938	1,032	892	22.50 17.50 21.00
Calgary	227	488	311	22.25 17.25 22.00
Edmonton	177	186	177	22.50 17.25 21.25

EXPORTS OF PROVISIONS

Exports of provisions from the Atlantic and Gulf ports for the week ending Sept. 25, 1920, with comparisons.

PORK, BBLs				From
	Week ended	Week ended		Nov. 1,
	Sept. 25,	Sept. 27,		1919, to
	1920.	1919.		Sept. 25,
				1920.
United Kingdom	100	100	2,240	
Continent	275	275	15,420	
So. and Cent. America	135	135	5,916	
West Indies	135	135	16,633	
B. N. A. Colonies	135	135	5,893	
Other Countries	410	100	3,194	
Total	410	100	49,296	

BACON AND HAMS, LBS.			
United Kingdom	14,367,400	4,315,975	529,753,700
Continent	6,762,800	12,241,075	375,264,513
So. and Cent. America			1,839,925
West Indies			13,442,964
B. N. A. Colonies			787,828
Other Countries			816,118
Total	21,160,200	16,557,050	921,744,465

	LARD, LBS.		
United Kingdom	3,706,000	1,892,150	237,451,068
Continent	6,075,570	459,744	316,028,227
So. and Cent. America			4,631,968
West Indies			13,198,043
B. N. A. Colonies			587,828
Other Countries			1,624,547
Total	9,781,570	2,351,894	575,921,731

	RECAPITULATION OF THE WEEK'S EXPORTS.			
	Pork, Bacon and bbls., hams, lbs.	Lard, lbs.		
New York	275	5,668,200	5,531,570	
Boston	2,286,000	2,286,000	2,286,000	
Philadelphia	609,000	609,000	609,000	
Baltimore	135	135	135	
New Orleans	135	135	135	
Montreal	12,525,000	1,756,000	1,756,000	
Total week	410	21,160,200	9,781,570	
Previous week	738	9,793,500	11,105,504	
Two weeks ago	3,490	18,747,601	13,294,150	
Cor. week, 1919	100	16,557,050	2,351,894	

Comparative summary of aggregate exports in lbs. from November 1, 1919, to Sept. 25, 1920.

	1919, to 1920.	1918, to 1919.	Decrease.
Pork	9,850,200	11,714,000	1,854,800
Bacon and hams	921,744,465	1,818,576,287	891,831,822
Lard	575,921,731	606,534,223	120,612,492

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market for tallow has been very quiet and the undertone was weaker. Demand was rather stagnant and buyers were inclined to hold off owing to the weakness in the oils and other greases. Sellers however were slow in reducing prices but were offering more freely at the recent basis. Export demand is dull and the foreign needs are apparently being satisfied by Australian and Argentine tallows. At New York prime city was quoted at 9½¢ nominal; special loose 11c asked and edible 14¢@15½¢ nominal. At Chicago packers No. 1 was quoted at 11½¢@12c and edible at 14½¢@15c.

STEARINE—The market has been dull and featureless with no important transactions reported. Prices are barely steady and appeared to be waiting for the next move in tallow. At New York oleo was quoted at 16½¢ and at Chicago at 15½¢@16c.

OLEO OIL—There is little feature to the market but the undertone has been steady. At New York extra was quoted at 21½¢ and at Chicago 20½¢@21c.

SEE PAGE 35 FOR LATER MARKETS.

NEATSFOOT OIL—The market continues quiet but is very steady. Pure refined was quoted at \$1.42 a gallon, extra No. 1 at \$1.22, No. 1 at \$1.17 and prime at \$1.20.

LARD OIL—The market is dull with a small trade passing. Prices are very firmly held. Prime winter was quoted at \$1.80 @1.85 a gallon, winter strained \$1.42, extra No. 1 at \$1.22, No. 1 at \$1.17 and No. 2 at \$1.15.

GREASES—The market has been dull and somewhat easier owing to the weakness elsewhere in the grease situation. Consumers were operating cautiously and offerings were slightly larger. At New York yellow was quoted at 8½¢@9c, choice house 8½¢@9c, brown 8½¢@9½¢ and white 10½¢@14c, according to quality. At Chicago brown was quoted at 8½¢@9c, house 9¢@9½¢ and yellow 9½¢@10c.

HANDLING BEEF CASINGS.

(Continued from page 24.)

slime, fat, knots, ragged ends, and to see that they are clean.

The casings are again salted with medium grain salt and are packed into perforated tierces, under pressure to remove the moisture. This is done to permit of getting the required number of sets to a tierce. After pressing for 12 to 14 hours, they are ready for packing in tierces for the trade.

The standard package on export rounds contains 225 sets to the tierce; special wide rounds, 140 sets to the tierce; and on medium rounds 180 sets to the tierce.

Beef Bungs.

When the round has been run out of the set, the next operation is to cut out the beef bung, which must be carefully done to avoid cutting or scoring. The bung is then stripped of its manure content and extreme care must be exercised in this operation to avoid cutting or scoring. The bung should be cut out so the middle end is as long or a few inches longer than the blind end, measuring from the small gut hole, often called the nature hole.

To chill the fat, the bung is then dropped into a box of ice water. Bungs can be fattened warm or cold, but it is advisable to chill before fattening as the bung is fattened by hand. Then the bung skin is pulled. Starting from the cap end it is pulled as long as possible, so as to get a whole skin. This skin is placed on ice

water immediately. The bung is then turned and after turning it is put through an Alton washing machine for the purpose of sliming.

After sliming the bung is placed in a vat of ice water and thoroughly chilled. All knots are clipped off with scissors, as the Bureau of Animal Industry demands that bungs be free of knots before using for sausage.

Bungs are put up in two grades—No. 1 and No. 2. A No. 1 bung must be free of fat, thoroughly slimed, free of knots, and the middle gut end must be as long or one or two inches longer than the bung end, measuring from the small gut hole. It must also be free of bad scores; no holes allowed other than a hole within two inches of either side of the small gut hole.

The No. 2 bung should be free of fat, slime, and knots. The middle gut end should be as long as the bung gut end; but a hole or bad score is allowed. Bungs that are cut shorter on the middle end than the bung end are classed as No. 2 bungs. A No. 2 bung must in all cases give at least one cut for stuffing when used by the sausage maker.

In grading, the bungs are blown, then salted, and tied five pieces to the bunch, placed in perforated barrels and permitted to drain for 12 to 14 hours, after which they are resalted and packed 400 pieces to the tierce.

Bung Skins.

Bung skins, having been chilled thoroughly in ice water, are well salted and allowed to drain. When completely drained the ragged edges are trimmed and the skin graded. A No. 1 skin must be 30 inches or over in length, free from holes and full width. A No. 2 skin must be 20 to 30 inches in length, free from holes and full width. The skins are tied 25 to the bunch. No. 1 skins are packed 2,500 to the tierce and No. 2 skins 5,000 pieces to the tierce. All skins must be free from rust spots and dirt.

Beef Middles.

After the bung is cut out, the ruffle fat is pulled, the middle is stripped and the manure contents flushed out thoroughly with water. This operation should be done very carefully, so that the casing

will not break and result in dirty fat, which could not be used for edible purposes. The middle is then fattened by hand. An 8 inch knife is used for this purpose, and all of the fat possible is taken off the middle without cutting the casing.

The middle is then stripped into a hot water box which is located directly behind the fattening machine, and then run through the machine twice to take off the remaining fat. The brushes in this machine are also filled with rice root. The speed of these brushes, as on all cylinder brushes used in the manufacture of beef casings, is between 140 to 160 r. p. m. The reel on all beef casing machines makes from 5 to 7 revolutions each minute.

After running the middles through the machine they are turned inside out, turning from end to end. Four sets are put on a string half way between both ends and run through the sliming machine until thoroughly slimed. From here they are blown and inspected for holes and then measured into sets of about 61 to 62 feet green, to insure measurement of 57 to 58 feet cured. No more than 5 pieces, and no pieces under 27 inches in length, are put in any set of middles.

The casings are salted and are allowed to drain in perforated barrels or trucks 12 to 14 hours, and are then resalted and packed 110 sets to a tierce.

On beef rounds and middles it is advisable to handle as quickly as possible and they should be kept warm until after sliming. Then they should be thoroughly chilled, removing all animal heat and a good, creamy, flesh color will result.

Weasands and Bladders.

The beef weasand is separated from the pluck and then cut from the paunch; cutting as close as possible to insure full length. The weasand is flushed out by means of running water from a pipe and is passed through a machine, which is similar to the casing fattening machine to remove all the dirt from the weasand meat.

The weasand is then skinned, turned inside out and chilled with ice water. They should not remain in the water too long, as this causes the skin to peel. After chilling they are blown, tied, and put in a dry room. Drying takes about 12 to

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14 hours at a temperature of 120 to 140°.

Weasands are put up in two grades. No. 1 weasands are 22 inches and over and free of holes. No. 2 weasands are 18 to 20 inches and free of holes.

The beef bladders are trimmed of all surplus fat and the meaty part of the neck is cut away. It is very important that the neck is not cut too short. They are then blown, tied, and dried in the same manner as weasands. Bladders are put up in three grades; small are 6 inches and over in width, medium are 9 to 10 inches wide, and large are 10 inches and over.

The best temperature for storing rounds, middles, and bungs in tierces is from 35 to 40 degrees.

TESTS IN DRYING TANKAGE.

(Continued from page 23.)

and with materials of different moisture content.

Table 1 gives the data of a characteristic test where a large percentage of stick was used. The dry matter in the "stick" fed, expressed in terms of the total dry matter fed, was somewhat over fifty per cent. The length of test, 293 minutes, included the time required to both charge and discharge the dryer. It should also be noted that the moisture content of the fertilizer produced was less than is usually the case. Ordinarily the moisture content varies from nine to ten per cent.

In tests where the percentage of "stick" added was lower, the capacity of the dryer as might be expected was considerably greater. For instance, with 39% stick the output was 770 lbs. per hour, with 35% stick 900 lbs. per hour. The less percentage of "stick" the greater the output.

TABLE 1.

Length of test	293.0 minutes
Moisture in tankage	40.0 per cent
Moisture in stick	45.3 per cent
Tankage fed	2255.0 lbs.
Stick fed	2536.0 lbs.
Total fed	4791.0 lbs.
Fertilizer produced	2946.0 bs.
Moisture in fertilizer	7.0 per cent
Total moisture evaporated	1845.0 lbs.
Total steam used	2140.0 lbs.
Average steam pressure	60.5 lbs. /sq. inch-gage
Average motor input	20.1 kilowatts
Average motor output (70% efficiency)	19.7 horse power
Maximum motor output (70% efficiency)	38.0 horse power
Fertilizer capacity per hour	603.0 lbs.
Steam used per hour (average)	438.0 lbs.
Evaporation per hour (average)	378.0 lbs.
Evaporation per hour per square foot of heating surface (average)	1.369 lbs.
Ratio, dry stick fed to total dry material fed	0.506

Deductions Made from the Tests.

The log of this test is shown plotted in Fig. 3. It will be seen that there are two peaks in the curve of rate of steam consumption. And as the rate of steam consumption is proportional to the rate of evaporation, the evaporation if plotted would show two similar peaks. These are accounted for by the fact that, with large percentages of added "stick," the mass in the dryer is more or less semiliquid, very mushy and very easily broken up by the paddles to give large surface exposure. During this stage evaporation

is very rapid, as is evidenced by the first peak.

After a short period of evaporation sufficient moisture is removed to make the mass tough and plastic, so that the surface exposure is reduced, and with it the rate of evaporation. Later, with further

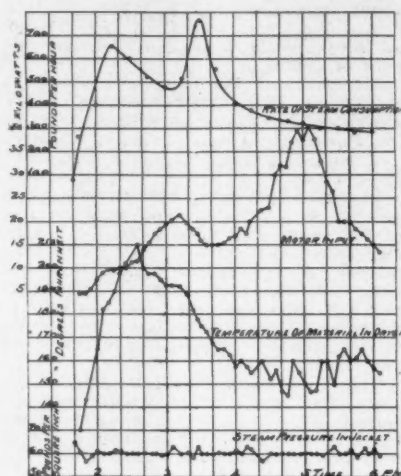


FIG. 3.—LOG OF THE DRYER TESTS.

reduction in moisture content the mass becomes less plastic and crumbles under the action of the paddles, again giving larger surface exposure with consequent increased rate of evaporation, giving rise to the second peak. After a further short period of evaporation the mass forms large lumps and balls which dry slowly. When sufficiently dried they break up under the action of the paddles. By this time, though the surface exposure is again large, the moisture content is so far reduced that no very high rate of evaporation can take place, and we obtain the flattened end part of the curve.

With greater percentages of stick than shown in this test, the peaks become more pronounced and extend to higher rates of evaporation. Also the horse power required increases quite rapidly. With less stick the peaks become less pronounced until with the ratio of about twenty to twenty-five per cent of dry stick in the total dry matter in the charge fed there is only one peak. In other words, the mass has not sufficient binding material to pass through the two stages described above.

Of course, the remarks of this discussion apply only when the total charge fed is kept constant, and the materials fed are in each case of the same moisture content. It is also assumed that the steam pressure and paddle shaft speed are constant.

The dryer tested is one installed at the Chicago plant of the William Davies Company, Incorporated, and was designed and built by the Hamler Boiler and Tank Company.

The writer wishes to acknowledge his thanks to Mr. J. T. Agar and Mr. George W. Martin of the William Davies Company, Incorporated, through whose courtesy these tests were conducted, and to thank Mr. Wm. H. Eichelman for the able assistance rendered in the conduct of the tests.

TEXAS COTTONSEED LEGISLATION.

Three radical bills relating to the cottonseed oil industry have been introduced into the Texas legislature recently. The first aims to bring about an entire separation of oil mills, cotton gins and packers, where the latter have any interest in oil mills. The second is designed to prevent joint ownership or agency action, and the third provides that all oil mills and gins must obtain permits from the state warehouse and markets department, which are given out by the director of that department after he is satisfied as to the independence of the institution.

Statistics of Cotton Seed and Products

The U. S. census report of cotton seed received, crushed and on hand, and cottonseed products manufactured, shipped out, and on hand, and imports and exports of cottonseed products covering the one-month periods ending Aug. 31, 1919, and 1920, are as follows:

Cotton seed received, crushed and on hand (tons):

	Received at mills* Aug. 1 to Aug. 31, 1920.	Crushed Aug. 1 to Aug. 31, 1920.	On hand at mills Aug. 31, 1920.
United States	24,979	27,354	20,317
Alabama	160	913	(?)
Arkansas	80	207	(?)
Georgia	670	9,042	4,812
Louisiana	1,485	280	(?)
Mississippi	47	2,206	(?)
North Carolina	212	306	(?)
Oklahoma	197	177	(?)
South Carolina	372	2,380	(?)
Tennessee	126	484	(?)
Texas	21,614	11,078	14,013
All other	10	352	(?)

*Does not include 32,008 tons and 23,725 tons on hand Aug. 1, nor 1,763 tons and 1,740 tons reshipped or destroyed for 1920 and 1919, respectively.

†Less than three concerns active during month.

Cotton seed products manufactured, shipped out and on hand:

	Year.	On hand Aug. 1, 1920.	Produced Aug. 1 to Aug. 31, 1920.	Shipped out Aug. 1 to Aug. 31, 1920.	On hand Aug. 31, 1920.
Crude oil, pounds	1920	*19,890,183	5,000,520	10,119,120	*13,757,055
	1919	25,495,597	5,722,038	8,063,787	7,631,225
Refined oil, pounds	1920	1295,905,161	110,952,159	.....	1228,434,189
	1919	148,458,008	20,278,059	.....	109,128,947
Cake and meal, tons	1920	126,675	8,748	81,209	84,206
	1919	44,548	9,064	28,821	25,391
Hulls, tons	1920	28,811	6,271	24,571	10,511
	1919	124,593	5,222	49,378	80,437
Linters, 500-lb. bales	1920	180,700	2,470	34,305	148,785
	1919	254,616	3,150	23,312	224,454
Hull, fiber, 500-lb. bales	1920	150,000	.....	17,086	133,013
	1919	52,119	1,306	1,291	52,224
Grabbots, motes, etc., 500-lb. bales	1920	12,519	.....	1,777	10,742
	1919	11,134	119	1,783	9,470

*Includes 5,552,041 and 3,381,033 pounds held by refining and manufacturing establishments and 556,160 and 1,763,670 pounds in transit to refiners and consumers Aug. 1 and Aug. 31, respectively.

†Includes 5,971,480 and 8,006,244 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 7,199,274 and 13,693,747 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., Aug. 1 and Aug. 31, respectively.

‡Produced from 15,141,933 pounds crude oil.

Imports and exports of cotton seed products for one month ending August 31:

Item.	1920.	1919.
Imports—Oil	163	1,743,173
Exports—Oil	2,063,330	9,220,628
Cake and meal	454	25,123
Linters	1,689	5,186

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Markets Weak—Demand Fair—Price Cutting a Factor—Cotton Oil Trade Large—Crude Oil Weak.

The principal development in the vegetable oil markets the past week was the noticeable increase in trade in cottonseed oil futures on the New York Produce Exchange. Interest was more general than it has been for many weeks past, with the trade participating in the operations in a liberal way and speculative activity on the increase. The market has been persistently weak and prices sold off $1\frac{1}{4}$ to $1\frac{1}{2}$ c a pound from the high levels of the month, and early on Wednesday were down to a point where values were within $\frac{1}{8}$ c a pound of the season's low levels.

Commission houses with Western, Southern and Wall Street connections were persistent sellers and with support rather limited and sentiment more or less bearish due to the price cutting campaign in other commodities the market sold off sharply and rather easily. Liquidation was in evidence as the list declined and many stop loss orders were uncovered. The crude market developed a very heavy tone in the South, due possibly to a sharp break in cotton, and at one time was $1\frac{1}{2}$ c a pound under the recent levels. It was

noticeable that as crude declined offerings from Southern mills increased but demand was slow and the market was practically without support except from shorts.

The western lard market suffered a severe break, while grains continued to seek new low levels for the season, particularly corn, which with the new crop corn months under \$1 a bushel, has led to the belief that it will be impossible to maintain the present levels of lard. There is a feeling in evidence that the cheapness of corn means an enormous increase in farm feeding and a big increase in the supply of hogs in the country within the next year.

On the break the market became temporarily oversold and owing to a stronger technical position rallied quite sharply on Wednesday from the low point on covering of shorts, and with some recovery in the lard, cotton and grain markets. It was evident that outside conditions are going to have considerable influence within the immediate future. As a result the prospects are for an erratic market, but the conservative element of the trade are confident that the war price readjustment has set in and that the trend of all commodities will be gradually towards lower levels.

The professional element are radically bearish, with some talking 10c December and January oil and press their advantage at every opportunity. Rumors were current that a bear pool had begun to operate either from the South or from the West and as these traders usually operate in an extensive way many were inclined to look for increased pressure on all bulges. Quite a little of the selling was credited to western packers while the only buying of importance was the accumulation of quite a line of March oil credited to Liverpool account.

The weather in the cotton belt has been very favorable and although there has been a scare or two of a tropical storm no damage of importance has as yet occurred. Picking is progressing rapidly and as a result new seed is moving a little more freely. The next few weeks will see the ginning figures mounting and new seed pressing for sale. As yet there has been no desire on the part of the southern farmers to sell seed freely at present levels, but with the price of everything else breaking it is hardly likely that the South can expect anything like the prices received for cotton seed oil or crude oil last year.

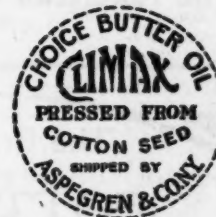
It is true that cottonseed oil has been one commodity which started to readjust itself before the others, but it is also true that the present levels are practically 100 per cent over those prevailing just prior to the war. With these conditions in mind the consuming trade continues to

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buy in a hand-to-mouth way and export business is much smaller than for any time during the war. During the past week or so export sales were made of 7,000 to 10,000 bbls., mainly to Norway, and scattered inquiries are in the market from day to day, but the volume of business is not sufficient to be reflected in the market.

The supplies of oil are known to be heavy. However, the stocks are in strong hands and the refiners are apparently inclined to hold off and await the appearance of the winter needs. It is a question whether or not the domestic trade will remain at the figures of the past season or whether the demand will get back

nearer more normal consumption, but the indications at present are not right and with the prospects still pointing to a cotton crop of 12,500,000 bales, there is every evidence that there will be no scarcity of cotton seed oil this year.

In the southeast the crude market has declined from 11c to 9½c asked. In Louisiana sales have been made at 9c and in Texas the market is quoted at 9@9½c. A short time ago the mills were holding for 11c while now they are reported as free sellers at current levels. Some leading refiners are of the opinion that crude oil will go to 8c a pound. Should crude oil break to 8c there is no doubt the options will go to 11c or under.

The market for vegetable oils has been quiet and the undertone has been somewhat easier, influenced by the break in cotton oil, the action in lard and some of the other greases. Offerings have shown some increase while the buying is largely in a hand-to-mouth way. Manilla coconut prompt shipment from the coast in sellers' tanks is nominally around 14c, while toward shipments were quoted at 13½ to 14c. Soya bean oil was down to 10c for prompt shipment from the coast and rumored to be 9½ for deferred shipment. Corn oil was quiet and steady and around 16c for refined in barrels. The other oils were inclined to follow in line. Export demand has continued quiet and importations on the coast have been fairly liberal.

COTTONSEED OIL.—Market transactions:

Thursday, Sept. 23, 1920.

Market closed weak.

	Sales.	Range.	High.	Low.	Bid.	Asked.
Spot					1380	a
Sept.	100	1382	1382	1380	a	1400
Oct.	2200	1380	1375	1376	a	1381
Nov.					1350	a 1360
Dec.	5200	1349	1335	1340	a	1342
Jan.	6000	1350	1340	1345	a	1349
Feb.					1345	a 1360
Mar.	1800	1358	1347	1357	a	1360
Apr.					1360	a 1380
Total sales,	15,300.					Prime crude S. E., 1100.

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Friday, Sept. 24, 1920.

Market closed barely steady.

	Sales.	Range.	High.	Low.	Bid.	Asked.
Spot					1370	a
Sept.	700	1400	1390	1380	a	1400
Oct.	1400	1380	1374	1379	a	1380
Nov.	1000	1350	1345	1340	a	1350
Dec.	2200	1335	1330	1330	a	1333
Jan.	2200	1340	1331	1332	a	1334
Feb.					1332	a 1340
Mar.	600	1345	1342	1345	a	....
Apr.	300	1355	1352	1345	a	1353
Total sales,	8,400.					Prime crude S. E., 1100.

Saturday, Sept. 25, 1920.

Market closed barely weak.

	Sales.	Range.	High.	Low.	Bid.	Asked.
Spot					1300	a
Sept.					1325	a 1400
Oct.	100	1360	1360	1351	a	1365
Nov.					1310	a 1330
Dec.	1200	1320	1310	1315	a	1317
Jan.	2200	1322	1316	1316	a	1318
Feb.					1315	a 1325
Mar.	600	1328	1325	1325	a	1328
Apr.					1330	a 1345
Total sales,	4,100.					Prime crude S. E., 1050.

Monday, Sept. 27, 1920.

Market closed weak.

	Sales.	Range.	High.	Low.	Bid.	Asked.
Spot					1300	a 1400
Sept.					1300	a 1400
Oct.	2000	1345	1318	1315	a	1320
Nov.	400	1310	1310	1294	a	1304
Dec.	3800	1312	1299	1296	a	1297
Jan.	3900	1312	1295	1298	a	1301
Feb.					1300	a 1310
Mar.	2000	1318	1310	1310	a	1312
Apr.					1310	a 1330
Total sales,	12,500.					Prime crude S. E., 1050 nom.

Tuesday, Sept. 28, 1920.

Market closed weak.

	Sales.	Range.	High.	Low.	Bid.	Asked.
Spot					a	....
Sept.					a	....
Oct.	2400	1305	1289	1294	a	1300
Nov.	600	1290	1285	1265	a	1280
Dec.	4600	1281	1269	1270	a	1275
Jan.	8000	1284	1270	1270	a	1276
Feb.	100	1276	1276	1272	a	1278
Mar.	6000	1298	1280	1283	a	1285
Apr.	100	1297	1297	1283	a	1299
Total sales,	23,900.					Prime Crude S. E., 10c asked.

Wednesday, Sept. 29, 1920.

Market closed firm.

	Sales.	Range.	High.	Low.	Bid.	Asked.
Spot					a	....
Sept.					a	....
Oct.	2200	1310	1300	1300	a	1310
Nov.					1270	a 1290
Dec.	4300	1295	1261	1287	a	1288
Jan.	5400	1288	1247	1285	a	1288
Feb.					1280	a 1295
Mar.	1300	1294	1275	1290	a	1296
Apr.					1290	a 1305
May					1299	a 1315
Total sales,	13,600.					Prime crude S. E., 9.75 asked.

SEE PAGE 35 FOR LATER MARKETS.

CORN OIL.—The market has been quiet with a fair demand for refined in evidence. Supplies are not large and there are some claims of restricted production. Why the production should be restricted with the tremendous amount of corn available at the lowest levels in three years is beyond comprehension. Crude oil was quoted at 13c, refined in barrels 16@16½c, and in cases at \$14.63.

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OIL DEPARTMENT

PEANUT OIL—The market has been rather slow with demand inactive and prices barely steady, influenced by the other oils. Offerings, however, were not large. Oriental in sellers' tanks from the coast was quoted at 12@12½c, domestic crude 11½@12c, and deodorized, 16@17c.

COCOANUT OIL—While trade has been slow, the market has ruled very steady, particularly for nearby delivery. Manilla for prompt shipment in sellers' tanks from the coast was held around 14c while forward shipments were slightly lower. At New York Ceylon in barrels was quoted at 16½@17½c, Cochin 17½@18c, and deodorized 18@18½c.

SOYA BEAN OIL—The market has been only moderately active and the undertone was weaker owing to the slump in cottonseed oil. Consumers showed a less aggressive tendency and offerings as a result showed some increase. Sales for prompt shipment from the coast were claimed at 10½c but October-December shipments were called 10c nominal with intimations of 9½c. Crude soya bean in barrels was quoted at 13½@13¾c, and deodorized 14¾@15¼c.

PALM OIL—The market has been dull and about steady. No feature has been in evidence. Largos in casks was quoted 10¾c, Niger 10@10¼c and Palm kernels in barrels, 16c.

NEW ORLEANS MARKETS.

(Special Wire to The National Provisioner.)

New Orleans, La., Sept. 30, 1920.—New crop prime crude oil has steadily declined from eleven and one-quarter to nine cents now bid; nine and one-quarter asked. Demand for refined oil is light, except for immediate or prompt shipment. Exporters are out of the market for cake. Prompt seven per cent meal is offered at fifty-one dollars tagged. Loose hulls, ten fifty; sacked hulls, sixteen dollars, all delivered at New Orleans. Buyers of cottonseed products are timid, expecting further and perhaps liberal declines.

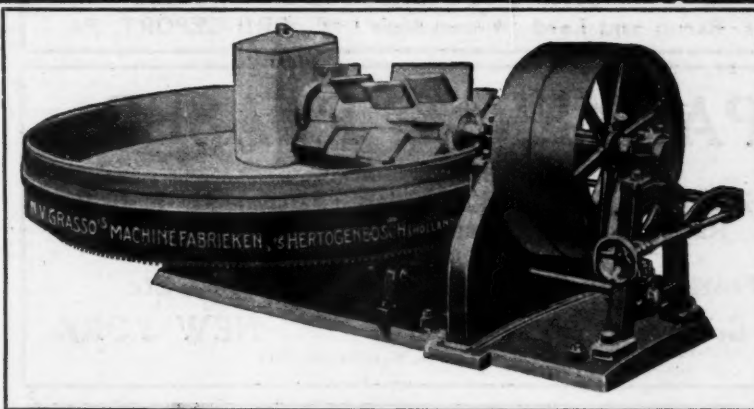
CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Sept. 28, 1920.—Latest quotations on chemicals and soapmakers' supplies are as follows:

74 to 76% caustic soda, 4¾@5c lb.; 60% caustic soda, 4¾c lb.; 98% powdered caustic soda, 5½@6c lb.; 48% carbonate of soda, 3@3¼c lb.; 58% carbonate of soda, 2¾@3c lb.; talc, 1¾@2c lb.; silic, \$20 per 2,000 lbs..

Clarified palm oil in casks of 2,000 lbs., nominal, 11½@12c lb.; yellow olive oil, \$3@3.25 gal.; Cochin cocoanut oil, 17½@18c lb.; Ceylon cocoanut oil, 17c lb.; cottonseed oil, 14@14½c lb.; Soya bean oil, 13½@14c lb.; corn oil, 13½c lb.; peanut oil in bbls., deodorized, 17@17½c lb.; crude, 15c lb.



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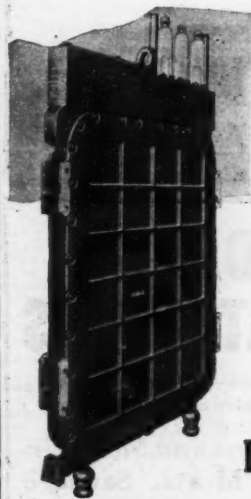
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THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Provisions were weak toward the close of the week, with prices near the season's low, influenced by weakness in grain, a weaker hog market, poor demand for product and the general talk of price reductions. Declines in all commodities seemed to be resulting in a great deal of bearish confidence. Export interest is unimproved. Movement of hogs is fairly liberal, and with the weakness in feed grains points to a lower feeding cost for hogs, and confidence in lower hog prices held rather general and support was lacking. There was some apprehension of decreased demand in trade with growing unemployment. The market was unsettled Friday, but averaged lower, due to large deliveries on October contracts.

COTTONSEED OIL.

Oil was under pressure at the close of the week, with liquidation quite active. Crude oil was one-quarter cent lower and tallow was one cent lower, selling at ten cents a pound, while lard was weak and the decline in grain and cotton had a good deal of effect. There were some reports of improved demand for spot oil, but this had but little influence on trade. Crude oil was reported at nine and one-half cents in the Southeast and in Texas at the same prices, although normally Texas should be one-half cent under the Southeast. Export interest was quiet. The market was quiet and steady Friday.

Closing quotations on cottonseed oil on Friday: October, \$12.95@13.25; December, \$12.92@12.96; January, \$12.92@12.95; March, \$12.98@13.10.

Tallow.

Special loose quoted at 10c.

Oleo Stearine.

Sales at 16½c. Extra oleo oil, 21½c.

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, Oct. 1, 1920.—Spot lard at New York prime Western, \$20.90@21.00; Middle West, \$19.75@19.85; city steam, \$19.14; refined continent, \$23.00; South American \$23.13; Brazil kegs, \$24.14; compound 16@17c.

Marseilles Oils.

Marseilles, Oct. 1, 1920.—Copro fabrique, —fr.; copra edible, —fr.; peanut fabrique, —fr.; peanut, edible, —fr.

Liverpool Produce Market.

Liverpool, Oct. 1, 1920.—(By Cable).—The British government has control of the market and no quotations are available. Australian tallow at London 73s@85s.

Hull Oil Markets.

Hull, England, Oct. 1, 1920.—(By Cable).—Refined cottonseed oil, 77s; crude 67s, 6d.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to Oct. 1, 1920, show exports from that country were as follows: To England, 109,980 quarters; to the Continent, none; to other ports, none. Exports for the previous week were as follows: To England, 145,679 quarters; to the Continent none; to other ports, none.

RECEIPTS AT CENTERS

SATURDAY SEPTEMBER 25, 1920.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	2,000	4,000
Kansas City	400	500	300
Omaha	300	2,000	...
St. Louis	900	800	300
St. Joseph	200	1,300	...
Sioux City	700	2,500	...
St. Paul	6,300	800	6,300
Oklahoma City	200	300	...
Fort Worth	500	700	400
Denver	200	100	900
Louisville	400	700	600
Wichita	200	300	...
Indianapolis	300	5,000	500
Pittsburgh	100	1,200	400
Cincinnati	600	800	500
St. Louis	200	1,600	800
Cleveland	400	1,500	500
Nashville, Tenn.	300	500	200
New York	750	3,775	3,140
Toronto	600	200	700

MONDAY, SEPTEMBER 27, 1920.

Chicago	30,000	20,000	25,000
Kansas City	20,000	6,000	14,000
Omaha	21,000	3,000	37,000
St. Louis	8,000	2,500	2,500
St. Joseph	3,000	12,500	9,000
Sioux City	7,500	3,000	...
St. Paul	20,700	4,600	12,000
Oklahoma City	3,700	1,000	...
Fort Worth	2,500	3,000	2,000
Milwaukee	200	1,100	...
Denver	3,600	500	14,500
Louisville	3,000	2,000	600
Wichita	2,500	2,000	...
Indianapolis	900	7,000	800
Pittsburgh	2,500	6,000	6,500
Cincinnati	3,800	7,000	1,100
St. Louis	4,100	11,500	9,000
Cleveland	1,600	4,000	2,000
Nashville, Tenn.	1,500	1,000	400
New York	3,980	5,400	9,740
Toronto	3,000	2,400	1,000

TUESDAY, SEPTEMBER 28, 1920.

Chicago	18,000	22,000	25,000
Kansas City	13,000	8,000	12,000
Omaha	15,000	4,000	39,000
St. Louis	3,000	10,000	2,000
St. Joseph	3,000	4,000	7,000
Sioux City	2,500	6,000	4,500
St. Paul	6,200	5,000	3,500
Oklahoma City	800	1,200	800
Fort Worth	3,000	1,200	1,500
Milwaukee	600	3,000	400
Denver	1,400	800	19,000
Louisville	1,000	1,700	700
Wichita	1,500	600	...
Indianapolis	300	9,000	600
Pittsburgh	300	3,000	1,000
Cincinnati	600	2,800	400
St. Louis	100	4,000	1,400
Cleveland	300	2,500	500
Nashville, Tenn.	600	1,100	300
Toronto	1,700	500	2,500

WEDNESDAY, SEPTEMBER 29, 1920.

Chicago	11,000	12,000	25,000
Kansas City	9,000	7,500	10,000
Omaha	10,000	6,000	29,000
St. Louis	2,000	9,500	2,000
St. Joseph	1,500	6,000	1,500
Sioux City	1,500	5,500	3,000
St. Paul	5,100	6,000	3,500
Oklahoma City	1,800	2,000	...
Fort Worth	3,000	1,000	1,500
Milwaukee	500	1,800	400
Denver	300	1,200	400
Louisville	400	1,200	400
Wichita	400	1,000	...
Indianapolis	1,000	8,000	1,000
Pittsburgh	300	2,000	800
Cincinnati	800	4,000	700
St. Louis	200	1,800	1,800
Cleveland	600	2,000	500
Nashville, Tenn.	500	800	300
Toronto	1,800	1,300	5,100

THURSDAY, SEPTEMBER 30, 1920.

Chicago	13,000	21,000	35,000
Kansas City	5,000	4,000	11,000
Omaha	5,000	4,000	6,000
St. Louis	2,500	10,000	1,500
St. Joseph	3,000	5,000	4,000
Sioux City	2,000	6,000	1,500
St. Paul	5,700	4,500	10,000
Oklahoma City	400	1,000	...
Fort Worth	2,500	1,800	1,500
Milwaukee	400	3,500	600
Denver	2,000	700	12,600
Indianapolis	500	9,000	800
Pittsburgh	200	2,500	500
Cincinnati	1,000	4,700	1,400
St. Louis	1,000	1,800	900

FRIDAY, OCT. 1, 1920.

Chicago	5,000	12,000	5,000
Kansas City	1,500	1,600	500
Omaha	800	2,500	1,300
St. Louis	1,000	4,000	1,000
St. Joseph	1,600	2,000	200
Sioux City	1,200	3,500	500
St. Paul	1,900	3,200	500
Oklahoma City	400	400	...
Fort Worth	1,500	1,000	600
Milwaukee	400	1,400	200
Denver	100	...	3,100
Indianapolis	400	500	600
Pittsburgh	200	3,000	1,200
Cincinnati	700	3,900	1,300
St. Louis	200	3,200	3,800

NEW YORK LIVESTOCK.

Receipts for the week ending Sept. 25, 1920:

	Cattle.	Calves.	Sheep.	Hogs.
Central Union	2,886	1,314	12,260	...
Jersey City	5,914	6,814	17,834	15,509
New York	1,419	3,881	5,917	14,433
Total for week	10,219	11,509	36,020	39,002
Previous week	10,419	10,317	37,833	23,280
Two weeks ago	7,783	9,066	43,972	25,121

SLAUGHTER REPORTS

Special reports to the National Provisioner show the number of livestock slaughtered at the following centers for the week ending Sept. 25, 1920:

Cattle.

Chicago	45,875
Kansas City	36,754
Omaha	19,450
East St. Louis	15,252
Sioux City	6,925
Cudahy	907
South St. Paul	18,901
Philadelphia	2,786
Indianapolis	21,297
New York and Jersey City	21,728
Oklahoma City	6,749

Hogs.

Chicago	60,840
Kansas City	18,862
Omaha	15,064
East St. Louis	9,068
St. Joseph	15,300
Sioux City	8,294
Cudahy	6,572
Cedar Rapids	4,600
Ottumwa	6,078
South St. Paul	10,568
Fort Worth	5,400
Philadelphia	41,471
Indianapolis	15,137
New York and Jersey City	30,002
Oklahoma City	9,134
Milwaukee	6,200
Cincinnati	7,400

Sheep.

Chicago	75,256
Kansas City	25,500
Omaha	25,500
East St. Louis	9,839
Sioux City	4,283
Cudahy	470
South St. Paul	8,745
Philadelphia	9,403
Indianapolis	701
New York and Jersey City	38,020
Oklahoma City	98

PACKER'S PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Sept. 25, 1920, are reported to The National Provisioner as follows:

Chicago.

	Cattle.	Hogs.	Sheep.
Armour & Co.	7,194	9,800	23,783
Swift & Co.	8,393	8,000	24,667
Morris & Co.	5,645	6,400	9,514
Wilson & Co.	6,295	5,500	10,193
G. H. Hammond Co.	4,062	4,400	...
Anglo-Amer. Prov. Co.	727	4,100	...
Libby, McNeill & Libby	1,064	...	...
Brennan Packing Co.	2,400	hogs; Royd-Lanham & Co., 3,600 hogs; others, 9,300 hogs.	...

Omaha.

	Cattle.	Hogs.	Sheep.
Morris & Co.	3,125	2,689	3,771
Swift & Co.	5,184	3,425	7,908
Cudahy Packing Co.	5,762	4,400	10,234
Armour & Co.	4,652	3,400	9,976
J. W. Murphy	...	3,853	...
Swarts & Co.	...	388	...

St. Louis.

	Cattle.	Hogs.	Sheep.
Armour & Co.	5,350	2,354	3,547
Swift & Co.	5,462	2,108	3,536
Morris & Co.	4,157	3,799	3,254
St. Louis D. B. Co.	1,446	2,895	157
Independent P. Co.	840	...	...
American P. Co.	103	895	...
East Side P. Co.	189	2,375	...
Krey P. Co.	34	523	...
Heil P. Co.	29	1,806	...

Kansas City.

Armour & Co.	7,320	4,435	4,734
Fowler Packing Co.	1,378	...	...
Wilson & Co.	6,545	3,083	4,569
Swift & Co.	8,518	3,024	7,528
Cudahy Packing Co.	6,546	2,769	5,529
Morris & Co.	6,131	2,501	2,350
Butchers	1,603	683	301

MEAT SUPPLIES AT PHILADELPHIA.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Sept. 24, 1920, with comparisons:

Western dressed meats:	This week.	Last week.
Steers, carcasses	2,950½	2,510
Cows, carcasses	1,082	1,043
Bulls, carcasses	116	185
Veal, carcasses	2,218	1,969
Lamb, carcasses	5,652	7,650
Mutton, carcasses	3,352	2,906
Pork, lbs.	155,055	224,892
Local slaughters:		
Cattle	2,814	3,579
Calves	2,223	2,386
Hogs	17,388	19,622
Sheep	9,632	11,285

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil during August, as shown by official reports, were 2,663,330 pounds, compared to 9,220,628 pounds during August, 1919. For the first eight months of this year the total was 108,117,437 pounds, against 155,047,040 pounds for the same period in 1919.

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES quiet. No business reported in this market today. Inquiries are noted for native steers and Texas steers. Bids of 21c were rejected for August, September heavy Texas steers and the bid was subsequently withdrawn. Tentative bids at 25c are made on native steers but killers decline to consider them. Recent business in Canadian packer native steers at 28@29c noted for heavy weights, which with the difference in exchange figures approximately 26c American money. Slaughter of domestic packers is running very largely to branded cows and Texas steers at present. Native steers are quoted at 28c asked but buyers report tentative offerings of 27c in view of the sales of eastern natives at that figure. Texas steers 21@22c; inside bid; lights 20@21c; extremes 18@20c; inside bid; butts quoted 22@23c nominal; outside asked; Colorados 21c last paid; branded cows quoted at 18c bid and 20c asked; heavy cows last sold at 26½c which is still asked; lights 24c nominal with moderately ample stocks held awaiting sale; native bulls 19@20c; branded bulls 18@19c.

COUNTRY HIDES dull. Business is practically nil as far as can be learned. Tanners although mildly interested in packer and small packer hides are paying no attention to the resalted country descriptions. Leather manufacturers are only purchasing from hand to mouth and only at bargain prices, to fill their pressing needs, which are small, owing to the curtailment practised. Hide dealers continue to offer ample lines of hides, but do not press their sale. Late receipts are usually offered for sale, as the winter hides are unsalable owing to being unseasonable. Short haired grub free heavy hides are available as low as 17c from nearby sections, while extremes are offered generally at 18c up, but available in sections and from sellers more anxious to trade at under 17c. Country collections of hides are limited as dealers have no incentive to further add to their already large holdings until movement to tanners commences. All weight hides are quoted at 14@16c delivered basis for late stock. Heavy steers here are quoted nominal at 18@20c; heavy cows and butts quoted at 17@18c asked; buyers view a trifle less; extremes are quoted at 16@20c asked for seasonable goods as to seller and his position on the market. Common Western branded hides quoted at 12@13c flat nominal; country packer branded hides 16@18c. Bulls quoted at 16@17c asked for country run of straight weights; country packer bulls quoted at 18@19c asked and glue hides about 8@10c nominal.

NORTHWESTERN HIDES quiet. No

new business reported in the twin cities section. All weight hides in the outside sections are quoted at 13@16c delivered basis. Heavy hides of late collection quoted at 16@17c and light stock at 17@18c Chicago basis. Supplies are amply large but no great pressure to sell is being made. Bulls are quoted at 16@17c asked. Kipskins are dull and nominal at 18@20c with the inside nearer the market. Calfskins are available at 20c and stocks are large. Horse hides quoted \$6@7 flat f.o.b. asked; inside last paid.

CALFSKINS—One packer sold 22,000 April, June and July calfskins at 25c. Local city calfskins are available at 25c and tanners are talking lower market. Most buyers manifest no interest whatever in the present market. Outside city calfskins quoted at 22½@24c with ample stocks held. Country run quoted at 18@21c nominal; offerings at all ranges. Deacons quoted at \$1.25@1.50. One packer sold October-November production of regular slunks at \$1.50, being 50c advance from September sale. Kipskins are quoted quiet at 25c last paid for packer and city stock from first salt. Outside city skins quoted at 22@24c and country run about 18@20c asked.

DRY HIDES quiet. Western butcher and fallen hides flat for trim quoted unchanged at 23@24c nominal, of all weight descriptions.

HORSEHIDES dull. Buyers are not so keen for goods. Renderer hides of good description are offered at \$7@7.50 and country goods at \$6@7; mixed lots quoted \$6.50@6.75 for business. Ponies and glues quoted at half rates and coltskins at 75c @ \$1.00.

SHEEP PELTS easy. River lambskins of packer late slaughter sold at \$1.05@1.07½. Local skins last sold at \$1.17½ but operators think next sales will be at a moderate reduction. Heavy sheepskins are held for \$1.25 but thought worth at least a dime less. Small packer sheep and lambskins of late slaughter quoted about 75c @ \$1. Dry western pelts quoted 18@20c nominal; pickled skins \$6@8 dozen and goatskins at 75c@ \$1 nominal.

HOGSKINS quiet. Country run quoted 35@50c nominal; rejects half rates. Pigskin strips 6½@7c; 2's, 5½@6c and 3's at 4½@5c nominal.

New York.

PACKER HIDES—One thousand August narrow spread native steers 6' 2" up sold at 27c, registering a cent decline from last business. Further offerings at that price available. Spread steers are quoted about 28c; cows quoted 24-25c; branded steers 21c asked; native bulls at 19c.

SMALL PACKER HIDES—Reported that business is being done in Canada in

Canadian heavy native steers at 28@29c, their funds, and that small packer, all weight cows there sold at 24c again for late slaughter. **LATER:** about 5,000 June forward Canadian packer native steers were sold at both 28@29c as to datings, with lights at cent reduction and extremes at 24c, their money. Domestic small packer hides are slow. Some inquiries noted for steers at 23@25c as to dates and sections.

COUNTRY HIDES dull. Business in the east in country hides is limited around the New York market. Boston quotes numerous offerings of hides from all sections and in all weight descriptions and ranges at relatively low prices. Tanners in that section predict much lower values and are remaining passive except for occasional purchases of apparent bargains to maintain plant operations at minimum capacity. Buff weights quoted at 15@17c with the inside favored by tanners as their views. Extremes are offered as low as 16c of late slaughter and practically free of grubs; most offerings, however, range up to 20c for the choice Michigan and similar descriptions. Bulls are offered freely at 16½@17c. Southern extremes are offered at 13@16c as to weight ranges and sections.

CALFSKINS dull. Business is waiting. New York city skins are quoted entirely nominal at \$2.25, \$2.75, and \$3.25 for business; last sales 5/7's were at \$2.50 account fairly good call for women's weight calf-skin leather. Men's weights, from the heaviest skin ranges, are lifeless and accounts for the narrow price range of \$2.75 for 7/9's and \$3.50 for 9/12's. A car of outside calfskins sold at \$1.75, \$2.50 and \$3.25. Untrimmed fresh skins quoted 25c.

HORSEHIDES dull. No efforts being made to purchase. Renderer hides are offered out at \$7.00@7.50 in the east and country stuff down to \$6.00. Fronts are quoted \$5.00 nominal and \$2.00 for wide butts.

CANADIAN MUTTON MARKETS.

Receipts of sheep and lambs at chief Canadian centers, with top prices for good lambs, compared with a month and year ago, are reported by the Markets Division of the Dominion Department of Agriculture for the week ending Sept. 23, 1920, as follows:

	Receipts. Week ending Sept. 23 1919	Top Price Week ending Sept. 16	Good Lambs. Week ending Sept. 23 1919	Week ending Sept. 16
Toronto (U. S. Y.)	16,531	12,062	12,361	\$14.85 \$14.00 \$14.25
Montreal (Pt. St. Chs.)	6,816	7,052	8,220	13.50 13.00 12.50
Montreal (East End)	3,219	5,300	5,227	13.50 13.00 12.50
Winnipeg	1,464	2,022	5,780	13.00 12.50 22.25
Calgary	551	983	3,511	11.50 12.00 11.35
Edmonton	563	322	482	12.00 12.50 12.00

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week of Sept. 18 to Sept. 24, 1920:

	18.	20.	21.	22.	23.	24.
Chicago	56	50½	57	57½	57½	58½
New York	60	60	61	61½	62	62
Boston	59½	60	60½	61	61	61
Philadelphia	59½	60½	61½	61½	61½	61½

Wholesale prices of carlots, fresh centralized butter, 90 score, at Chicago:

	18.	20.	21.	22.	23.	24.
53¼-½	53¼-½	53¼	53¼	54¼	54¼-½	

Receipts of butter by cities, tubs:

	This week.	Last week.	Last year.	Since Jan. 1, 1920.
Chicago	42,138	41,876	28,276	1,927,745
New York	35,196	39,112	44,924	1,721,006
Boston	18,376	16,933	12,580	835,964
Phila.	11,680	13,870	10,988	501,735

Total ... 107,390 119,316 96,768 4,984,449 5,966,250

Cold storage movement, lbs.:

	Into storage.	Out of storage.	On hand Sept. 24, 1919.	Cor. day of
Chicago	42,904	149,040	22,772,838	33,075,623
New York	285,000	122,667	21,415,600	28,392,704
Boston	39,376	143,244	10,828,417	16,637,156
Phila.	42,300	19,045	5,114,830	3,837,283
Total	399,240	434,596	66,131,685	81,942,766

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LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner.)

Union Stock Yards, Chicago, Sept. 30.

Declines have been registered this week on all but strictly choice steers and yearlings. Very liberal receipts of 63,500 head largely of native grassers and Westerns of common to medium quality have oversupplied the meat trade with these grades and stocker and feeder demand has been exceptionally light. Added to these adverse influences two Kosher holidays this week and two at next week's opening have stagnated shipping demand for the good and choice steers. As a result, conditions have all been in buyers' favor and further price recessions have been made despite the severe declines of last week. In the face of these conditions top yearlings rose to a new high level for the present season, selling to \$18.35, and almost daily several droves of steers have brought \$18 to \$18.25. Supplies of cattle at \$16.50 upward, however, have little influence on the general market which is dominated by grassy cattle. Good steers, showing some corn, have declined around 25c for the week and best grass cattle are round 50c lower. Medium and common grades have sold so unevenly and weak that average declines are hard to quote, but bulk of sales show another 50c to \$1 lower and at the close today many were still in first hands without bids. She stock has declined in sympathy with steers, medium and good cows being unevenly 50 to 75c lower with best kinds 25 to 50c lower. Light cows and heifers on the cuttery order are extremely weak and look cheap at \$4.75 to \$5.25 compared to canners at \$4 to \$4.50, which are only 25 to 40c lower for the week. Butcher bulls are scarce and held steady, but good bologna bulls are around 25c lower and plainer stock 25c to 50c lower. Veal calves, after advancing since Monday, eased off today under a light demand, although extreme top on selected lots at \$18 is as high as any day of the week. Bulk of choice, however, sold at \$17 to \$17.50, or steady with Monday. Grassy calves recovered 25c to 50c from the low time of the week, but are draggy at the advance. Receipts of westerns have been over 26,000 head and quality common to fairly good. Best grades offered have sold 50c to 75c lower with few above \$13, while the bulk at \$8.50 to \$11.25 have made uneven daily declines totaling around \$1.

After a frothy advance on Monday, the hog market experienced very severe breaks Tuesday, Wednesday and early today. Before the close of today's trade, there was some reaction, but prices were still \$1.75 to \$2 lower than high time Monday, or \$1.10 to \$1.50 lower than Thursday a week ago, with light hogs showing the most loss. There has been a big increase since Monday in the receipts of 140 to 190 lb. averages, many being new crop hogs and frequently only of medium grade. This fact greased the toboggan for a faster descent on lights and put good and choice 200 to 225 lb. averages in a position to command the top price, such kinds, together with choice 250 to 300 lb. hogs and good packing sows, registering less loss than other classes and grades. Shipping demand has been very narrow since Monday. Pigs were hard to dispose of, the accumulation increasing daily, and what desirable ones sold today were around \$3 lower than last Thursday. Chicago receipts for the week to date at around 80,000 represent an increase of about 11,000 over first four days of last week, and the ten mark total for the week to date, at around 287,000, records an increase of about 51,000 over like period last week, although still approximately 20,000 less than corresponding period a year ago.

Moderate supply expansion, a sloppy set of dressed lamb and mutton markets

and continued inactivity in the wool and skin markets, together with arrival at New York of another cargo of New Zealand frozen lamb and slumpy markets for cattle, hogs, grains and numerous food products, have combined to exert bearish pressure in the trade on sheep and lambs on foot the last two days. After showing strength and working higher on some classes late last week and the first

(Continued on page 41.)

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Sept. 29.

Our cattle supply this week while somewhat in excess of last week's supply is not up to normal. The count is 18,500 and the run consists for the most part of plain grassy cattle. We are receiving a few beef steers that are selling from \$16.00@16.50, and one particularly good load sold during the week at seventeen cents. Strictly prime steers are quoted at a little higher figure than these, but we have none of this class in the offerings. Our best killers range generally from \$13.00@13.50 with the medium to fair kinds going at \$10.00@12.75. Common cattle which includes our Oklahoma and Texas receipts range from \$8.25@10.00 with the light cattle in the outer class swinging around the \$6.50 mark. The general tone of the market this week has been draggy and lower until the last two days when a decided up-turn has taken place. On to-day's market the advance on heavy beefs is around a quarter, while butcher stock including beef cows, has advanced from 35@50c and in spots as much as 75c. These advances do not quite take up the decline of the previous days of the week. The extremely warm weather we have been having throughout our central and eastern country has had a disastrous effect on the beef market, and this is assigned as the reason for the very uneven prices in the cattle market.

Our hog run this week was a little more generous than for several weeks past, the count being 54,000. The quality of the offerings is fair. The tone of the market has been extremely uneven, there being an advance of 25@40c early in the week, and a decline of \$1.30 in the last two days of the week. No doubt the unseasonably warm weather we have experienced in the last week has had the same effect on pork prices that it has had on beef prices. Today's quotations are: Mixed and butchers, \$16.25@16.65; good heavys, \$16.00@16.50; roughs, \$13.00@14.50; lights, \$16.45@16.60; pigs, \$13.75@16.25; bulk \$16.25@16.60.

The sheep run this week was very light, there being but 10,000 for the week ending today. This very moderate supply has had the effect of strengthening the prices somewhat. Good lambs are going to scale at \$12.50 with the bulk of the best killers ranging from \$11.50@12.25. Southwest lambs were on the market this week, and ranged in price from \$11.50@12.00. Mutton sheep are selling around \$6.00 with heavy ewes bringing from \$5.35@5.60.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Sept. 29.

Hog prices in the past two days have declined rapidly, and today all markets were \$1.00 to \$1.25 under the high level of the week on Monday, and \$1.50 to \$1.65 under the high point two weeks ago. The top price today was \$16.40. With a sharp decrease in receipts in the past two days, cattle prices have strengthened. Today's market was steady and 35 to 50 cents above last week's low close. Trade in lambs was active at strong prices. Receipts today were 9,000 cattle, 7,500 hogs, and 10,000 sheep, compared with 12,000 cattle, 3,000 hogs, and 18,000 sheep a week

ago, and 16,700 cattle, 12,200 hogs, and 8,800 sheep a year ago. The sharp decline in prices of cattle last week cut down receipts this week and the market is being adjusted to a stronger basis, under fairly active demand. Prices today were quoted steady, and 35 to 50 cents above last week's low spot. Good to choice steers are very scarce. The best fed grades are selling up to \$17.65, and most of the grass fat steers \$9.00 to \$12.00. Common light weight grassers are selling at \$7.50 to \$8.50. Good smooth weighty grass steers are offered in moderate supply. Cows and heifers are up 15 to 25 cents this week, and demand shows considerable snap. Light weight veal calves remain steady and heavy grades are \$1.00 lower.

Following a decline of 50 cents Tuesday the hog market today was down another half dollar, and the market was weak at the decline. Demand after running wild the first three weeks in this month seems to have been satisfied, temporarily at least, and packers are anxious to get hog prices nearer in line with cattle and sheep. The top price today was \$16.40 and bulk of sales \$15.75 to \$16.25. Pigs were 50 cents lower at \$13.50 to \$15.50.

Demand for sheep and lambs has shown a moderate improvement. Prices today were strong to 15 cents higher and 25 to 35 cents above Monday, the low day recently. Western lambs sold up to \$13.25 today and native lambs up to \$12.50. Ewes are quoted at \$5.00 to \$6.00 and feeding lambs \$11.00 to \$12.75.

OMAHA

(Special Letter to The National Provisioner.)

So. Omaha, Neb., Sept. 29.

The final week in September brought the heaviest cattle run of the season and with a 50c decline in prices the market is now at the low point of the year. The most depressing feature of this week's trade has been the lack of competition from feeder buyers. Dressed beef men report the eastern trade in unsatisfactory condition and the market all week has been on the dull and dragging order. Choice to prime beefs are quoted from \$12.00 up but good to choice grassers sell around \$10.50@11.50, fair to good kinds at \$9.00@10.00 and the common to fair stuff and odds and ends at \$7.50@8.50 and on down. Cows and heifers have been hit hard all along the line, best grades selling now at \$7.00@8.25 while canners have not shown so much change, selling at \$4.00@5.00. Bulk of the butcher and beef stock is going at a spread of \$6.00@7.00, the lowest for a long time. Conditions surrounding the trade have all been bearish and prices are anywhere from \$1.00@2.00 lower than they were three weeks ago.

Although hog receipts have continued light there has been no support to the market from either packers or shippers and prices are now off about \$1.00 as compared with a week ago. About the only reliable outlet is for the desirable light and butcher weight hogs, while there are no certain prices for heavy and rough packing loads. The range of prices is wider than it has been for sometime past and still the bulk of the fair to good hogs of all weights sell within a comparatively narrow spread. With approximately 4,000 hogs here today prices dropped half dollar. Tops brought \$16.15 against \$17.00 last Wednesday and bulk of the trading was at \$15.00@15.00 against \$16.00@16.40 a week ago.

With fairly liberal receipts of sheep and lambs the market has ruled about steady for desirable killing stock but lack of demand from the country has been responsible for a 50c decline on feeder grades. The movement of fat stock has been satisfactory as a rule but thin and half fat stuff is moved with difficulty even at the lower figures. Fat western lambs are selling at \$12.50@13.25, yearlings at \$8.00@9.00, wethers at \$6.50@7.50 and ewes at \$5.00@6.00.

ICE AND REFRIGERATION

ICE NOTES.

A. H. Japp plans to establish an ice plant at Walters, Okla.

The Archie Ice Company, Dallas, Tex., will erect a \$6,000 plant.

J. A. Kramer plans to establish a cold storage plant at Magnolia, Miss.

The Nashville Ice Company, Nashville, Ga., will rebuild its burned plant.

An ice plant will be erected at Natchez, Miss., by the Natchez Ice Company.

George Staley has purchased the ice business of M. W. Riddel at Aledo, Ill.

The Hotel Meridian, Meridian, Miss., will install a one ton refrigerating plant.

The Quality Ice Company will erect an ice storage plant at Kansas City, Mo.

The Crystal Ice Company, Winston-

Salem, N. C., will expend \$75,000 on plant improvements.

J. S. Patterson has sold the Valley Ice Company, Stockton, Cal., to George Koster.

The Duval Dairy Company will establish a cold storage plant at Jacksonville, Fla.

The American Fruit Packing Company will erect an ice plant at Haines City, Fla.

The Newton Ice and Fuel Company, Newton, N. C., will rebuild its plant which was burned.

The Arcadia Ice Company, with a capital of \$25,000, has been organized at Arcadia, La.

Plans are under way at Okeechobee, Fla., for the construction of an ice and power plant.

A raw water ice plant of 20 tons ca-

capacity will be installed at Tonkawa, Okla., by the Tonkawa Ice and Ice Cream Company.

A new ice plant has recently been installed in the creamery at McClusky, N. D.

A cold storage plant will be erected at Aurora, N. C., by the Eastern Carolina Produce Company.

J. B. Gilbert, of Paris, Mo., is considering the erection of an ice factory and refrigerating plant.

An ice and electric light plant will be established at Edinburg, Tex., by the Public Utilities Company.

The Co-operative Ice and Fuel Company has been incorporated at Belmont, N. C., with a capital of \$100,000.

The Pure Ice and Cold Storage Company, Dallas, Tex., will erect an addition to its plant at a cost of \$20,000.

The Southern Ice & Utilities Company, Texarkana, Tex., will expend \$250,000 to \$300,000 on plant improvements.

The plant of the Shreveport Ice and Brewing Company, Shreveport, La., will be improved at a cost of \$100,000.

The Home Light and Ice Company, Pittsburg, Tex., will improve its plant and install equipment at a cost of \$40,000.

The Winter Garden Ice and Cold Storage Company has been incorporated at Winter Garden, Fla., with a capital of \$50,000.

The Pauls Valley Ice and Fuel Company, Pauls Valley, Okla., will install new equipment and double the capacity of its plant.

R. L. Steve, J. Q. Hall and A. B. Lewis have incorporated the Montbell Ice Company at Belmont, N. C., with a capital of \$100,000.

The Consumers' Ice, Coal and Investment Company was recently incorporated at Cedar Rapids, Ia., with a capital of \$100,000.

The Pharr Ice, Light and Power Company, Pharr, Tex., plans to erect an addition to its ice plant which will double its capacity.

The State Board of Control, Austin, Tex., will install a refrigerating plant in the Northwest Texas Insane Asylum, Wichita Falls, Tex.

The Rio Grande Produce Company, El Paso, Tex., will erect a market house and install refrigeration equipment at a cost of \$100,000.

The Catawba Ice and Fuel Company has been incorporated at Belmont, N. C., with a capital of \$100,000. The incorporators are R. L. Stowe, J. Q. Hall and A. C. Linberger.

The Alaska Coal and Ice Company has been incorporated at Ft. Wayne, Ind., with a capital of \$100,000. The company will manufacture ice and operate a cold storage plant.

The Somerville Light, Water and Ice Company has been incorporated at Somerville, Tex., with a capital of \$50,000. Hugh Hamilton, R. W. Horlock and Paul Freeman are the incorporators.

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Cleveland—General Cartage & Storage Co.
Jacksonville—St. Elmo W. Acosta
Mexico, D. F.—Ernst O. Heinsdorf.

Newark—American Oil & Supply Co.
New York City—Roessler & Hasselacher Chemical Co., 709 Sixth Ave.
Norfolk—Henry Bower Chemical Mfg. Co., Agency, First & Front Sts.
Philadelphia—Henry Bower Chemical Mfg. Co.
Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., Union Arcade Bldg.

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Rochester—Rochester Carting Co.
Savannah—Benton Transfer Co.
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EXPORTS OF CANNED MEATS.

Official reports of exports of canned meat products, by countries, for the month of July, are as follows:

	Pounds. Beef.	Pounds. Pork.	Pounds. Sausage.	Dollars. All other.
Belgium	182	8,580		
France		52,250		\$ 100
Germany	4,110	36,000	000	448
Gibraltar	482		1,120	
Greece				800
Netherlands				1,706
Norway				2,446
Poland and Danzig 4,145,510				8
Spain				287
Sweden	16,250			
England	102,150	276,800		478,519
Scotland	7,200	12,000		59,117
Bermuda	154		7,865	3,546
British Honduras			2,336	1,577
Canada	46,135	2,942	2,047	30,637
Costa Rica	90		333	877
Guatemala	50		716	705
Honduras			5,388	3,309
Nicaragua	54		571	1,000
Panama	1,054		1,225	3,323
Salvador	24	82	292	387
Greenland	1,008			
Mexico	9,277	6,058	11,193	15,084
Newfoundland and Labrador	1,900		752	6,363
Barbados	216		84	297
Jamaica	594		470	1,420
Trinidad and Tobago			1,800	935
Other Brit. West Indies				
India	1,502	112	946	743
Cuba	32,622	2,000	203,545	19,809
Virgin Islands of U. S.			1,113	533
Dutch West Indies	1,353		2,006	617
French West Ind.			770	150
Haiti	350		1,400	652
Dominican Repub.	1,296		22,927	1,610
Argentina			220	4,812
Bolivia	1,060		268	841
Brazil	98			
Chile	246		117	46
Colombia	1,820	38	3,364	6,083
Ecuador	70		758	205
Dutch Guiana			60	9
French Guiana	490		1,480	
Peru	948		387	3,404
Venezuela	1,091		6,423	10,537
China	7,571	203	2,002	1,222
Chosen			24	65
British India	2,881			442
Straits Settlements	180			73
Other Brit. East Indies				
India	3,600			
Dutch East Indies	113,749		2,576	7,912
French East Indies	1,890		210	
Hongkong			75	339
Japan	3,229		1,761	3,852
Siam	1,342		258	181
Australia				2,444
New Zealand	593	1,478	1,098	1,297
Other Brit. Oceania	537		748	713
French Oceania	2,100		578	576
Other Oceania	58		540	102
Philippine Islands	23,852		16,499	3,461
Belgian Congo				23
British West Africa	380			137
British South Africa	3,623	1,200	9,484	9,445
Canary Islands	12			1
French Africa				471
Liberia				16
Portuguese Africa	830		2,865	647
Egypt	585,400			
Totals	5,217,838	339,045	323,976	\$607,591



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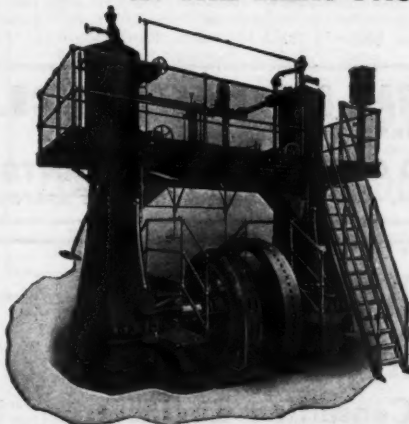
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Chicago Section

John F. Jelke, the margarine manufacturer, was elected a member of the Chicago Board of Trade this week.

Packers' purchases of livestock at Chicago the first three days of this week totaled 27,749 cattle, 43,912 hogs and 36,146 sheep.

The Real Sausage Co. has taken over the old plant of the Illinois Smoked Meat Company at 2710 Poplar avenue, in order to provide needed facilities for its growing business.

Swift & Company's sales of carcass beef in Chicago, for the week ending Saturday, September 25, on shipments sold out, ranged from 10 to 29 cents per pound and averaged 17.33 cents per pound.

H. J. Otten, of Rotterdam, Holland, a leading exporter and importer of fats and oils, was in Chicago this week. Mr. Otten is visiting a number of packinghouse centers in this country with a view to establishing business connections.

J. C. Williams, secretary of J. M. Denholm Bros. & Co., Pittsburgh, Pa., packers, was a visitor to Chicago this week, inspecting all the latest wrinkles in the business, as well as getting a slant on market conditions and prospects.

R. S. Sinclair, of T. M. Sinclair & Co., Cedar Rapids, Iowa, was in Chicago during the week. Mr. Sinclair is one of the leaders in the movement to eradicate livestock disease in a practical way by going back to its source on the farm and wiping it out there.

It is rumored that Barney Kohn of Gugenheim Bros. may never visit Atlantic City again. The climate there is not dry enough to suit his constitution. It is said that Barney has been laid up at home since his return, and he recommends that if they intend to keep on holding conventions there, Atlantic City should be moved towards the interior of the United States, so that he could get home quicker.

L. F. Shuttleworth, secretary of the Farmers' Co-operative Packing Co., Huron, So. Dak., was in Chicago this week conferring with Wm. H. Knehans of the

Packers' Architectural & Engineering Co., who has charge of the construction of this company's model plant in this new Dakota field. It is hoped to begin operation some time in the not far distant future, provided certain necessary building materials can be obtained. This is one of the co-operative packing propositions that appears to be running on a well-balanced track.

Announcement was made this week of the resignation of Robert J. Dunham, vice president of Armour & Company, to take effect November 1. It is stated that Mr. Dunham will enter other business, but his plans are not definite at this time. He has been with Armour & Company since 1907, coming from the Western Cold Storage Co., of which he was treasurer. In 1909 he became assistant treasurer of Armour & Company, and later was made vice president. Mr. Dunham is an official in other Armour enterprises and prominent in banking circles in Chicago.

WELCOME FOR YARDS' ATHLETE.

The Union Stock Yards on Tuesday celebrated the homecoming of Frank K. Foss, who as an athlete established a world's record at the Olympic games in Belgium when he hung up the record of 13 feet 5 1/4 inches in the pole-vaulting contests. Foss is a cattle buyer for Wilson & Co. and a nephew of Mr. Thomas E. Wilson, so the cowboys and cattle buyers who turned out on their horses let it be known to the world that he was one of them.

Frank returned to the Yards late in the afternoon in company with his father, H. A. Foss, weighmaster for the Chicago Board of Trade. He was met by Everett C. Brown, president of the National Live Stock Exchange, G. S. Stafford, president of the Chicago Live Stock Exchange, W. Mooney, president of the Traders' Exchange, and his uncle, Thomas E. Wilson, who acted as reception committee.

He was taken by automobile to the Chicago Live Stock Exchange, where a great outdoor meeting was held, and where President Brown made the address of welcome. The street in front of the Live Stock Exchange Building was jammed with an enthusiastic crowd. "As a business man in the yards," said Mr. Brown, "I am glad and proud of the splendid accomplishment of Frank. It shows what a fine type of manhood we have out here."

Frank responded briefly and showed himself the clean athlete that he is. He

said he was proud to have brought home a world's record from Belgium, and that he did nothing more than was expected of him. He said he was glad to be back to go to work again. He also paid a tribute to the athletes of other nations who competed in the world's events.

Led by Col. William B. Van Norman, the mounted procession visited the packing plants of Armour & Co., Swift & Co., Morris & Co., and wound up at the Wilson & Co. plant, where hundreds of employees had gathered to celebrate the homecoming. The Wilson & Co.'s Girls' Fife, Drum and Bugle Corps and the Armour & Co. Girls' Band furnished the music. The music in-

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**UNION STOCK YARDS
CHICAGO**

spired the crowd and singing was led by Eugene Arnold and Edward Goeckel, with Miss Beattie Miller at the piano. Mr. Wilson in behalf of the employees welcomed Foss home. He praised the splendid accomplishment, his Americanism and then in a few words carried a message to young men of today.

"Frank Foss is a sample of what clean living and clean-mindedness will do," said Mr. Wilson. "It is an example that might be well taken to heart by many of our young men. Big things cannot be accomplished without a clean mind, a good physique and sound morals."

Frank thanked everyone for the splendid demonstration of their interest in him. "I sure was glad to get back to America again," he said, "I feel proud to be an American."

CHICAGO LIVESTOCK MARKETS.

(Continued from page 37.)

two days this week, the trade eased off Wednesday and declined irregularly but sharply today. Strictly choice western lambs and a load or two of the best natives sold this morning at about steady prices with a week ago, but range lambs grading below choice and the rank and file of the natives sold at least 25c lower

with spots showing a 50c decline from Thursday of last week. Sheep and yearlings sold today at steady at 25c lower prices than a week ago, although some sold higher earlier in the week. Receipts of natives have been lighter owing to last week's crash in values, but the marketing of western stock has increased. More strictly good to choice fat western lambs have arrived than last week, but the percentage of feeders has continued large. Strictly choice Idaho lambs sold Tuesday and Wednesday up to \$14, but the same

kind went at \$13.75 today and many good western lambs got bids around \$13. A few ewe and wether native lambs sold to a city butcher on Tuesday at \$13.50, but very few natives have passed \$13 and the outside top today was \$12.75 with bulk going at \$11 to \$12.25. Montana two-year-old and yearling wethers sold Wednesday up to \$8.25 and \$10.25, respectively, but were unsold late today on sharply lower bidding. Most of the fat native ewes are now going at \$5 to \$5.50, only choice light weight westerns being quotable up to \$6.

BONE CRUSHERS



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Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bones for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

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CHICAGO LIVE STOCK

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Sept. 20.....	34,799	5,286	19,948	30,683
Tuesday, Sept. 21.....	33,721	2,942	19,700	30,227
Wednesday, Sept. 22.....	10,361	2,551	12,023	25,247
Thursday, Sept. 23.....	10,132	2,841	16,722	18,491
Friday, Sept. 24.....	2,716	939	7,827	6,824
Saturday, Sept. 25.....	2,023	270	2,843	4,023
Total last week.....	73,754	14,515	78,506	115,495
Previous week.....	72,179	14,553	84,213	89,403
Year ago.....	61,913	12,154	99,010	71,834
Two years ago.....	103,713	11,494	98,085	183,641

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Sept. 20.....	4,352	500	3,500	2,296
Tuesday, Sept. 21.....	5,968	315	2,673	7,166
Wednesday, Sept. 22.....	5,398	237	2,984	10,417
Thursday, Sept. 23.....	6,019	342	3,690	7,409
Friday, Sept. 24.....	5,130	234	4,279	6,108
Saturday, Sept. 25.....	492	...	535	6,030
Total last week.....	27,797	1,657	17,717	40,239
Previous week.....	27,108	1,633	22,233	33,152
Year ago.....	20,317	1,308	8,565	76,377
Two years ago.....	29,106	1,617	4,176	65,797

Total receipts at Chicago for year to Sept. 25, 1920.

Cattle.....	2,161,540	2,308,507
Calves.....	377,211	544,294
Hogs.....	5,489,634	6,191,822
Sheep.....	2,716,286	3,444,356
Horses.....	36,481	34,216
Cars.....	191,180	207,847

Total receipts of hogs at eleven markets:		
Week ending Sept. 25	Week.	Year to date.
Previous week	329,000	21,030,000
Corresponding week 1919	364,000	23,025,000
Corresponding week 1918	370,000	22,078,000
Corresponding week 1917	287,000	19,106,000
Corresponding week 1916	462,000	21,228,000
Corresponding week 1915	392,000	19,161,000
Corresponding week 1914	339,000	16,754,000
Corresponding week 1913	451,000	18,175,000
Corresponding week 1912	304,000	18,759,000
Corresponding week 1911	380,000	18,107,000
Corresponding week 1910	280,000	14,224,000
Corresponding week 1909	345,000	17,230,000
Corresponding week 1908	473,000	20,237,000

Combined receipts at seven points for week ending Sept. 25, 1920, with comparisons:

	Cattle.	Hogs.	Sheep.
This week.....	301,000	218,000	349,000
Previous week.....	305,000	227,000	339,000
1919.....	284,000	285,000	557,000
1918.....	744,000	290,000	587,000
1917.....	373,000	101,000	369,000
1916.....	295,000	337,000	453,000
1915.....	7,335,000	15,630,000	6,847,000
1914.....	227,000	258,000	333,000
1913.....	207,000	263,000	500,000

Combined receipts at seven markets for year to Sept. 25, 1920, with comparisons:

	Cattle.	Hogs.	Sheep.
1920.....	7,129,000	16,843,000	7,672,000
1919.....	7,966,000	18,912,000	9,795,000
1918.....	8,762,000	17,985,000	7,853,000
1917.....	7,335,000	15,630,000	6,847,000
1916.....	6,068,000	17,383,000	7,838,000
1915.....	5,218,000	14,617,000	7,635,000

Chicago packers' hog slaughter for week ending Sept. 25, 1920:

Armour & Co.....	9,800
Anglo-American.....	4,100
Swift & Co.....	8,000
Hammond & Co.....	4,400
Morris & Co.....	6,400
Wilson & Co.....	5,500
Boyd-Lunham.....	3,600
Western Packing Co.....	6,200
Robert & Dake.....	2,100
Miller & Hart.....	2,100
Independent Packing Co.....	2,500
Brennan Packing Co.....	2,400
Wm. Davies Co.....	1,000
Others.....	9,500

Total.....	67,400
Previous week.....	97,400
Year ago.....	67,500

WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Sept. 25.....	\$14.85	\$10.70	\$6.00	\$13.10
Previous week.....	15.55	16.35	7.05	13.80
Cor. week, 1919.....	15.60	17.00	8.20	14.50
Cor. week, 1918.....	15.40	19.20	11.65	17.00
Cor. week, 1917.....	19.50	18.90	11.00	17.40
Cor. week, 1916.....	9.45	10.40	7.75	10.30
Cor. week, 1915.....	8.85	7.60	5.75	8.85
Cor. week, 1914.....	9.10	7.90	5.20	7.80
Cor. week, 1913.....	8.25	8.25	4.65	7.05
Cor. week, 1912.....	8.05	9.07	3.85	6.45
Cor. week, 1911.....	6.90	6.48	3.80	6.00

CATTLE.

Choice to prime steers.....	\$17.00@18.25
Good to choice steers.....	13.50@16.00
Fair to good steers.....	10.00@13.50
Yearlings, fair to choice.....	13.50@18.35
Good to prime cows.....	8.50@12.00
Fair to good heifers.....	10.00@14.00
Fair to good cows.....	6.00@8.25
Canners.....	4.00@4.50
Outters.....	4.50@5.50
Bologna bulls.....	6.00@8.75
Veal calves.....	16.00@18.00

HOGS.

Choice to light butchers.....	\$15.50@16.00
Medium weight butchers.....	15.40@15.85
Heavy butchers, 270-350 lbs.....	15.00@15.50
Fair to fancy light.....	15.00@16.00
Mixed butchers.....	14.85@15.65
Heavy packing.....	14.40@15.00
Rough packing.....	14.00@14.50
Pigs.....	12.00@15.50

SHEEP.

Native lambs.....	\$9.00@13.35
Western lambs.....	12.00@14.00
Feeding lambs.....	10.50@13.25
Yearlings.....	7.00@10.25
Wethers.....	6.00@8.25
Ewes.....	4.00@6.00

CHICAGO PROVISION MARKET

Range of Prices.

SATURDAY, SEPTEMBER 25, 1920.				
LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
Sept.....				\$24.45
Oct.....	\$24.25	\$24.25	\$24.25	24.46
LARD—(Per 100 lbs.)—				
Sept.....				19.60
Oct.....	19.50	19.50	19.50	19.60
Jan.....	18.00	18.00	17.00	17.80
SHORT RIBS—(Boxed, 25c more than loose)—				
Sept.....	16.60	16.72½	16.50	16.50

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers	27	220
Good native steers	25 1/2	223 1/2
Medium steers	20	223
Heifers, good	20	225
Cows	12 1/2	216
Hind quarters, choice		238
Fore quarters, choice		218 1/2

Beef Cuts.

Steer Loins, No. 1	23	258
Steer Loins, No. 2		251
Steer Short Loins, No. 1		251
Steer Short Loins, No. 2		248
Steer Loin Ends (hips)		240
Steer Loin Ends, No. 2		238
Cow Loins	23	237
Cow Short Loins		237
Cow Loin Ends (hips)		225
Steer Ribs, No. 1		245
Steer Ribs, No. 2		224
Cow Ribs, No. 1		226
Cow Ribs, No. 2		224
Cow Ribs, No. 3		216
Steer Round, No. 1		225
Steer Round, No. 2		223
Steer Chucks, No. 1		220
Steer Chucks, No. 2		217
Cow Round	15	220
Cow Chucks		210
Steer Plates		212 1/2
Medium Plates		210 1/2
Briskets, No. 1		218
Briskets, No. 2		216
Steer Navel Ends		211
Cow Navel Ends	7 1/2	209
Fork Shanks	7	208
Hind Shanks	6	207
Rolls		224
Strip Loins, No. 1		230
Strip Loins, No. 2		230
Strip Loins, No. 3		225
Striploin Butts, No. 1		223
Striploin Butts, No. 2		220
Striploin Butts, No. 3		217
Beef Tenderloins, No. 1		230
Beef Tenderloins, No. 2		225
Rump Butts		225
Flank Steaks		225
Boneless Chucks		212
Shoulder Clods	24	225
Hanging Tenderloins		214
Trimming		2014

Beef Product.

Brains, per lb.	13	214
Hearts	8	209
Tongues		218
Sweetbreads	19	202
Ox-Tail, per lb.	10	211
Fresh Tripe, plain		209 1/2
Fresh Tripe, H. C.	10 1/2	211
Livers	12	213
Kidneys, per lb.	8 1/2	209

Veal.

Choice Carcass	27	228
Good Carcass	25	226
Good Saddle	26	227
Good Backs		227
Medium Backs		210

Veal Product.

Brains, each	13	214
Sweetbreads	18	270
Calf Livers	32	238

Lamb.

Choice Lamb	27	227
Choice Saddle		234
Choice Fores		220
Medium Lamb		226
Medium Fores		218
Medium Saddle		222
Lamb Fries, per lb.		222
Lamb Tongues, each		218
Lamb Kidneys, per lb.	25	228

Mutton.

Heavy Sheep	210	210
Light Sheep		213
Heavy Saddle		218
Light Saddle		220
Heavy Fores		210
Light Fores		212
Mutton Legs		220
Mutton Loins		217
Mutton Stew		206
Sheep Tongues, each		214
Sheep Heads, each		215

Fresh Pork, Etc.

Dressed Hogs	22	222
Pork Loins		243
Leaf Lard		223 1/2
Tenderloins		274
Spare Ribs	20	221
Butts		233
Hocks		230
Trimming		219
Extra Lean Trimming	24	225
Tails		216
Snouts	9	210
Pigs' Feet		205
Pigs' Heads		210
Blade Bones		209
Blade Meat		216
Cheek Meat		210
Hog Livers, per lb.	6	207
Pork Bones		206
Skinned Shoulders	20	227
Pork Hearts		227 1/2
Pork Kidneys, per lb.		227 1/2
Pork Tongues		227 1/2
Ship Bones		209
Tail Bones		210
Back fat	14	221
Hams		230
Calas	22	223
Belies		238

SAUSAGE.

Columbia, Cloth, Bologna	218 1/2	218 1/2
Bologna, large, long, round, in casing	218 1/2	218 1/2
Choice Bologna	219 1/2	219 1/2

Frankfurters	226 1/2	226 1/2
Liver Sausage, with beef and pork	226 1/2	226 1/2
Tongue and blood sausage, with pork	226 1/2	226 1/2
Minced Sausage	221 1/2	221 1/2
New England Style Sandwich Sausage	221	221
Prepared Luncheon Sausage	225	225
Liberty Luncheon Sausage (Berliner)	225	225
Oxford Lean Butts	224 1/2	224 1/2
Polish Sausage	222 1/2	222 1/2
Garlic Sausage	222	222
Country Smoked Sausage	227 1/2	227 1/2
Country Fresh Sausage	224 1/2	224 1/2
Pork Sausage, bulk or link	229	229
Pork Sausage, short link	221 1/2	221 1/2
Delicatessen Loaf	221 1/2	221 1/2
Ox Tongues, jellied	222 1/2	222 1/2
Macaroni and Cheese Loaf	222 1/2	222 1/2
Loin Roll, cooked	221 1/2	221 1/2

Summer Sausage.

D'Arles, new goods	250	250
Beef casing Salami, best	249	249
Italian Salami (new goods)	252	252
Capri	242	242
Holsteiner	233	233
Pepperton, long links	245	245
Farmer	242	242

Sausage in Brine.

Bologna, kits	240	240
Bologna, 1/4 cts	4 00	14.00
Pork, link, kits	278	278
Pork, links, 1/2 cts	4.80	14.10
Polish Sausage, kits	248	248
Polish Sausage, 1/2 cts	4.18	14.30
Frankfurters, kits	230	230
Frankfurters, 1/4 cts	5.00	17.50
Blood Sausage, kits	235	235
Blood Sausage, 1/2 cts	5.50	19.25
Liver Sausage, kits	225	225
Liver Sausage, 1/2 cts	3.30	11.53
Head Cheese, kits	240	240
Head Cheese, 1/2 cts	4.00	14.00

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	219.00	219.00
Pickled Plain Tripe, in 200-lb. barrels	17.50	17.50
Regular H. C. Tripe, in 200-lb. barrels	19.25	19.25
Pocket H. C. Tripe, in 200-lb. barrels	21.00	21.00
Pickled hog chitterlings, uncooked, bbls.	22.25	22.25
Pickled hog chitterlings, cooked, bbls.	32.50	32.50
Sheep Tongues, short cut, barrels	70.00	70.00
Sheep Tongues, long cut, barrels	57.00	57.00
Pork Tongues, barrels	65.50	65.50

CANNED MEATS.

	No. 1.	No. 2.	No. 3.	No. 4.
Corned beef	\$3.40	\$3.50	\$2.50	\$2.50
Roast beef	3.40	6.50	21.50	21.50
Sliced dried beef	2.75	4.85	8.90	52.00
Ox tongue, whole			21.00	66.00
Luncheon tongue	3.50	6.00	10.75	38.50
Corn beef hash	1.90	3.25	6.00	
Roast beef hash				
Hamburger steak with onions	1.90	3.25	6.75	
Vienna style sausage	1.35	2.75	5.25	
Luncheon sausage	1.40			
Breakfast sausage		2.75	4.50	
Veal loaf, med. size			2.50	

EXTRACT OF BEEF.

	Per doz.
2-oz. jars, 1 doz. in case	\$ 3.50
4-oz. jars, 1 doz. in case	4.75
8-oz. jars, 1/2 doz. in case	12.00
16-oz. jars, 1/2 doz. in case	21.00

BARRELLED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	228.00	228.00
Plate Beef	226.00	226.00
Rollettes	226.00	226.00
Rump Butts	227.00	227.00
Mess Pork	235.00	235.00
Clear Fat Backs	243.00	243.00
Family Back Pork	248.00	248.00
Bean Pork	232.50	232.50

LARD.

Pure Lard, kettle rendered, per lb., tes.	226 1/2	226 1/2
Pure Lard	225 1/2	225 1/2
Cooking oil, per gal., in barrels	218 1/2	218 1/2
Bakers' special cooking oil	218 1/2	218 1/2
Barrels, 1/4 c. over tierces, half barrels, 1/2 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 c. to 1 c. over tierces.		

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	231	231
Cartons, rolls or prints, 1 lb.	231 1/2	231 1/2
Shortenings, 30@60 lb. tubs	224	224
Nut Margarine, prints, 1 lb.	229	229

DRY SALT MEATS.

Clear Bellies, 12@14 avg.	226.50	226.50
Clear Bellies, 14@16 avg.	226.00	226.00
Clear Bellies, 18@20 avg.	224.50	224.50
Rib Bellies, 12@14 avg.	226.50	226.50
Rib Bellies, 20@25 avg.	226.00	226.00
Fat Backs, 10@12 avg.	220.00	220.00
Fat Backs, 12@14 avg.	220.50	220.50
Fat Backs, 14@16 avg.	221.50	221.50
Extra Short Ribs	221.50	221.50
Short Ribs	223.00	223.00
Butts	217.00	217.00

WHOLESALE SMOKED MEATS.

Skinned Hams	242	242
Regular Hams	238 1/2	238 1/2
Calas, 4@6 lbs. avg.	225	225
Calas, 6@12 lbs. avg.	224 1/2	224 1/2
New York Shoulders, 8@12 avg.	227 1/2	227 1/2
Breakfast Bacon, fancy	252	252
Rib Bacon, wide, 8@12 avg., and strip, 4@8 avg.	226	226
Wide, 12@14 avg., and strip, 8@12 avg.	223 1/2	223 1/2
Wide, 4@6 avg., and strip, 3@4 avg.	226 1/2	226 1/2
Dried Beef Insides	251 1/2	251 1/2
Dried Beef Knuckles	246 1/2	246 1/2
Dried Beef Outsoles	248 1/2	248 1/2
Dried Beef Sets, best	248 1/2	248 1/2
Skinned Baked Hams	260	260

Regular Baked Hams	250	250
Baked Calas	238	238
Cooked Loin Rolls	250	250
Cooked Baked Shoulder	238	238

SAUSAGE CASINGS.

F. O. B. CHICAGO.

Beef Rounds, per set	226	226
Beef Export Rounds	30	225
Beef Middle, per set		225
Beef Bungs, per piece		225
Beef Weasands		213
Beef Bladders, small, per doz.		21.25
Beef Bladders, medium, per doz.		20.5
Hog Casings, free of salt, regular		21.20
Hog Casings, f. o. b., extra narrow		21.60
Hog Middles, per set		223
Hog Bungs, export		220
Hog Bungs, large		219
Hog Bungs, medium		214
Hog Bungs, narrow		208
Hog Stomachs, per piece		216
Imported wide Sheep Casings		200
Imported medium wide Sheep Casings		200
Imported medium Sheep Casings		200

FERTILIZERS.

Dried blood, per unit	7.00	7.25
Hoofmeal, per unit	6.40	6.50
Concentrated tankage, ground	6.00	6.25
Ground tankage, 11%	6.75	7.00
Ground tankage, 9 and 20%	6.00	6.25
Ground tankage, 9 and 20%	2.50	2.60
Ground tankage, 6 1/2 and 30%	48.00	50.00
Ground raw bone, per ton	48.00	50.00
Ground steam bone, per ton	35.00	38.00

HORNS, HOOFS AND BONES.

No. 1 horns, per ton	270.00	275.00
Horns, black, per ton	65.00	70.00
Horns, striped, per ton	65.00	70.00
Horns, white, per ton	90.00	100.00
Round shin bones, heavies, per ton	120.00	150.00
Round shin bones, lights, per ton	90.00	100.00
Flat shin bones, heavies, per ton	90.00	100.00
Flat shin bones, lights, per ton	80.00	90.00
Thigh bones, heavies, per ton	120.00	130.00
Thigh bones, lights, per ton	90.00	100.00
Skulls, jaws and knuckles	50.00	55.00

LARD.

Prime, steam, cash	219.22 1/2	219.22 1/2
Prime, steam, loose	218.85	218.85
Leaf	221.00	221.00
Compound	216.75	216.75
Neutral lard	25.25	25.50

STEARINES.

Prime oleo	15 1/4	15 1/4
Tallow	14	14 1/4
Grease, yellow, loose	9 1/2	9 1/2
Grease, A white, loose	13 1/4	13 1/4

OILS.

Oleo oil, extra	20 1/2	21
Oleo oil, No. 2	18	18 1/2
Oleo stock	16	17
Lined, loose, per gal.	1.05	1.15
Corn oil, loose	10	10 1/4
Soya bean oil, seller tank, f. o. b. coast	9 1/2	9 1/2

TALLOW.

Edible	14 1/4	14 1/4
Choice country	13 1/4	14 1/4
Packers, prime, loose	13 1/4	14 1/4
Packers, No. 1 loose	11 1/2	12
Packers, No. 2	8 1/2	9 1/2

GREASES.

White, choice	13 1/4	13 1/4
White, "A"	13	13 1/4
White, "B"	10	10 1/4
Bone, naphtha extracted	7	7 1/4
Crackling	9 1/2	10
Horse	8 1/2	9
Yellow	9 1/2	10

Retail Section

PRACTICAL TALKS WITH SHOP BUTCHERS

The Sort of Information That Sells Meats

Written for The National Provisioner by Robert Falconer.

At the time when "The Old Homestead" was at the height of its popularity, Denman Thompson sold one of the oxen he had used on the stage to a butcher. Everyone in the community knew Mr. Thompson; they knew that the oxen were used for little else than drawing the load of hay onto the stage. Many of them had never been to the city to see this done, but they had all heard about it. All this set that ox in a class by itself.

All the butcher had to do in order to sell it in record time was to tell his customers that it was one of Denman Thompson's oxen. They went and told others and these others came, purchased and in turn told still others.

That ox was no better beef than many another the same butcher had sold. If he had not told people what particular ox it was some of them might have complained about the quality. Giving out this information, however, not only sold the whole carcass, but caused people to be satisfied. As they ate it they pictured it drawing the load of hay upon the stage. They talked about it at the meal and never once thought to complain of its quality. The information they had about it was too interesting to allow them to think of anything else.

This is just one illustration of how the right kind of information will sell goods. There is nothing that is sold in any store that does not possess some interesting features which would cause people to buy it in greater quantities if people only had this information about it.

It is often quite surprising how little people know about any business or profession outside of their own particular specialty. A few years ago a butcher gave a talk on meat and the way to prepare it before the local Rotary Club. The members of this club of course are all well-informed and capable men. One might have doubts in regard to their being interested in such a subject.

The Right Kind of Information.

The butcher had brought along and staged a number of cuts in order to illustrate his talk. He did not give much attention to telling from what part of the animal the cuts came. He devoted more time to telling just how they should be prepared and served. In other words, he gave information that people really needed in order to get the very best results from their purchases. The people he was talking to also were men and not cooks or women who would prepare and serve the food.

Yet these men were deeply interested. That which seemed to appeal to them most was a crown roast. This looked prettier than the other cuts. It was dressed up

more. Besides, what they learned about the right way to prepare and serve it made their mouths water in spite of the fact that they had just eaten a good dinner.

This butcher had come there and given the talk, not to sell goods, but rather to give these men information that he thought might be useful to them. Apparently he succeeded, because about a dozen men tried to buy that crown roast from him. The sales at his store showed an increase which could be traced directly to that talk. He had given these men information that had created a desire for the goods he sold.

Another Idea That Caught Customers.

One butcher found that a menu for all the different meals during the week, with detailed information in regard to preparing the meat dishes, was the information that caused young housewives in increasing numbers, and a good many older ones, for that matter, to make their purchases at his store. These menus relieved them of a lot of worry. They gave them information that was of real value and enabled them to serve better meals at a lower cost than would otherwise have been possible.

It was not so very difficult to prepare these menus. Cook books and the literature published by the packers made it comparatively easy. Printing them cost less than any other form of advertising which would have made as many sales.

At one time during the open season, and where the law allowed it, a butcher bought a deer from a returned party of hunters. A deer in that city was not a very common sight. He hung it in front of his store and placed upon it a card giving the names of the men in the party, stating that they had shot this deer and that the next day it would be cut up and sold.

This information made that deer meat seem a lot more desirable to many people than it would have been had no such information been given about it. Since they knew the men who had hunted it, the deer was a lot more interesting. It was more as though they had been in the party themselves, or some friend of theirs had sent them part of a deer he had shot. It is needless to say that the whole of the deer carcass was sold in record time. The butcher had given the sort of information that makes sales.

Prices Alone Don't Always Sell Goods.

Prices interest people, especially if they are a little lower than prices have been, but prices alone rarely sell goods. It requires something else to sell them. It requires a certain kind of information. There are many times that information can be given that will cause people to forget price at least for a time. The information makes them desire the goods to such an extent that prices are a secondary consideration.

In the meat business this fact is coming more and more to be appreciated, as is indicated by some of the literature that is being published by the packers. They are telling more and more about their methods, where the livestock comes from, how it is utilized, and how the consumer can get the best results from the meat products he buys.

Every butcher will do well to study all of this literature. He can also get considerable valuable information from the

farm and food bulletins published by the United States government. Cook books also contain a fund of knowledge which can be used to advantage. One can even get a certain amount of information from encyclopedias and dictionaries.

It is a case first of getting the information and then passing it along. The more a butcher can get his customers to look upon him as a fountain head of wisdom, when it comes to the goods that he sells, the more confidence they are going to have in his shop.

Information That Is Interesting.

The kind of information that really sells goods, however, is the kind that is really interesting to people. About the only way to learn just what this is, is by asking questions and experimenting. That butcher who gave the talk before the Rotary Club found giving it of very great value to him, not because he made some sales as a direct result of it, but because he found out what was really interesting to them.

Tell anyone a few facts, watch how they receive them, and it is not hard to learn just which ones interest them most.

A certain butcher is using this method to good advantage. People have come to consider him considerable of an authority because he has given so much information about the business. Now many people ask him questions. This gives him a line on what people are interested in, and each day in his newspaper advertisements there appears a little editorial which answers the questions that people have asked him.

This is information that people are interested in. He gives it in such a way as to connect it with his store. As a result more people trade with him. He is not considered an ordinary butcher. He is looked upon more as a specialist.

Tell Them About Your Business.

There is a wonderful amount of exceedingly interesting information about the butcher business. There is the way in which the livestock is raised and where it is raised. There is the way in which it is slaughtered, and every portion of each animal utilized for some useful purpose. There is the way in which it is shipped from the packinghouse to the butcher.

It is not so very long ago that meat began to be slaughtered and shipped all the year round. Formerly it was slaughtered only during the cold winter months and preserved by salting, drying and smoking. There is also—and this is coming to be more and more important information, as far as the consumer is concerned—the way to select and to prepare meat.

When a man goes to a store to buy a suit of clothes he is not nearly as impressed with emphatic statements by the clerk that the suit is all wool as he is if the clerk shows him how to ascertain the difference between wool and cotton. In the first case the clerk may be entirely sincere, and yet be wrong. He may not know himself how to tell the difference. If he shows just how one can test wool for its genuineness, he has not only demonstrated that the cloth is really wool, but that he knows what he is talking about. People have confidence in him and will buy their clothes of him.

Educate Your Customers About Meat.

In exactly the same way if the butcher teaches his customers frequent lessons about the meat business, they are going to learn more about it, they are going to desire meat products more, and they are

going to have so much confidence in him that they will trade with him.

Any butcher who doubts that this is the case can prove the truth of it, either by trying it for a reasonable time, or still easier by buying a few articles from some retailer who has a reputation for knowing his business, and who passes this information along, and also with a man who relies only on bald statement to make an impression.

There is another very great advantage about passing on information. Acquiring it in order to pass it on makes the business a whole lot more interesting. Also, this information makes it possible to conduct the business in such a way as to make more profit.

LOCAL AND PERSONAL.

J. B. Smith has opened a meat market in Roseville, N. J.

Frank Vlach has opened a new meat market in Braidwood, Ill.

William Rodewald will reopen his meat market in Charles City, Ia.

D. A. Caldwell has opened a new meat market in Pine Bluff, Ark.

The McMillon meat market, Sanborn, Ia., has been destroyed by fire.

O. D. Heller has purchased the Jerome Meat Market, Jerome, Idaho.

A new butcher shop has been opened in Allentown, Pa., by Arthur Leh.

William C. Seaman has entered the butcher business at Reading, Pa.

C. E. Jones has opened a grocery and meat market at Cloverdale, Ind.

L. A. Nickerson has engaged in the meat business in Harbina, Neb.

Cyril Van Rubays has engaged in the meat business in Marshall, Minn.

Joseph Blair will open a meat market and grocery in Mechanicsburg, Pa.

The R. M. Nielsen meat market, Withee, Wis., has been sold to Henry Dierzen.

Herman C. Kunz will engage in the meat and grocery business at Eau Claire, Wis.

Fred Swisher will move his meat market in Hoopestown, Ill., to a new location.

Frank Weis has sold his meat business in Ulysses, Neb., to Henry McCoy & Son.

William F. Krehmke has purchased the Sanitary meat market, Grand Island, Nebr.

H. W. Johnson has purchased the "Service and Quality" meat market, Newton, Ia.

John White has purchased the meat market of Alfred Klackman in Elk Mound, Wis.

D. D. Houtz has purchased the meat business of George Goolshy at Verdon, Neb.

S. D. Holmes and C. L. Worthen have bought the Palace meat market, Mitchell, S. D.

Oscar Isaacson has purchased a grocery store at Hardy, Neb., and will add a stock of meats.

Porter & King, Bartley, Neb., have sold out their stock of meats to W. L. McKinley.

Gilger & Chapman, Deer Park, Wash., will move their meat market to new quarters.

The United Beef Company will open a new store at 115 North Broad street, Trenton, N. J.

A. Lechner has purchased the meat market of Mark Detweiler at Schuylkill Haven, Pa.

C. F. Corbett has purchased a half interest in the Colville meat market at Colville, Wash.

The meat market of J. T. Peterson, at 446 16th street, Clinton, Ia., has been damaged by fire.



John Wilson's Butcher Knives and Steels

Standard of the World

Mr Butcher: When you select your Butcher Knives and Steels use experience as your guide.

It need not be your own experience—let it be that of the thousands of satisfied butchers using John Wilson's Cutlery—with the Peppercorn-Diamond Trade Mark. One hundred and seventy years of use ought to mean much to you—so look for "Four Peppercorns and a Diamond" on every butcher knife and steel.

I. WILSON, SYCAMORE STREET, SHEFFIELD, ENG.

Sole American Agents

Boker Cutlery & Hardware Co., Inc., New York, N.Y.

The Verner Van Cleet meat market and grocery, Newport, Ind., has been sold to Ed McMillin.

Wm. Buchta, North Bend, Neb., has sold his meat market to P. J. Luther and Paul A. Arbegglen.

The Hobbs & Reece meat market, Ainsworth, Nebr., has been sold to John Springer.

Benjamin H. Garton has purchased an interest in the Moran meat market, Decatur, Ill.

B. J. Waldie has sold his meat market in Bancroft, Mich., to George and Carl Hazelton.

The Orth Bros. meat market, Valley, S. D., has been sold to P. J. Anderson and Ted Neuens.

L. M. Cohen, Rhinelander, Wis., admitted I Raden as a partner in his grocery and meat business.

Amos Pippinger has purchased the city meat market, Bentonville, Ark., from Davenport Brothers.

The meat market and grocery store of T. C. Brussegard, Gilby, N. D., has been destroyed by fire.

Hackl, Cradit & Co., Rock Port, Mo., have sold their meat market to Jonas Feighner and Son.

Albaugh & Turner have purchased the meat and grocery business of Lang & Britt at Dubois, Neb.

Frank Undilla and Micheal Paul are the new managers of the Anthracite meat market at Wilkes-Barre, Pa.

The meat market of Gus Heerman at Sheboygan, Wis., has been damaged by fire to the extent of \$500.

Glen Crawford has bought the interest of his partner, John Albers, in the meat market at La Plata, Mo.

Frank S. Ryan has sold his meat market in Ogdensburg, N. Y., to F. G. Bertrand and Charles R. Ackerman.

The Farmers Meat & Produce Co. has been incorporated at Chesaning, Mich., with a capital stock of \$30,000.

Wilber Roberts, of the Economy Meat Market, Denison, Ia., has purchased a site and will erect a slaughter house.

Donald Tincher has purchased the interest of his partner, Clayton Raney, in the Cash meat market at Odell, Nebr.

The Arthur E. Dorr Company, Boston, Mass., has opened its first suburban meat market at Codman square, Dorchester.

The grocery and meat market of W. P. Flower at Marshalltown, Ia., was damaged by fire September 19 to the extent of \$300 or \$400.

James C. Robinson and Ralph Judd have bought the meat and grocery business of

Edward Lockwood at South Manchester, Conn.

Fred F. Ruch, formerly manager of T. M. Sinclair & Company, has purchased the McClintock & Hendricks Company, sausage manufacturers at Peoria, Ill.

SAUER'S

THE NATIONAL EXTRACT

VANILLA AND 32 OTHER FLAVORS

For more than a quarter century the name Sauer has meant all that is good in flavoring extracts. A name that has been handed down from generation to generation as a synonym of quality.

33 Flavors in 12 sizes to meet the needs of everyone:

Manufactured by
THE C. F. SAUER CO.
Richmond, Va.

Order
From
Your
Jobber



SEVENTEEN HIGHEST AWARDS FOR
Purity, Strength, Flavor
LARGEST SELLING BRAND IN THE U.S.

New York Section

William Abrams, Washington Market's meat specialty man, is making a trip through the West, visiting principal packing centers.

D. J. O'Brien, head of Morris & Company's ammonia department, and Mr. Wilcox of the sausage department, were in town this week.

Vice-President A. E. Peterson, M. Rosenbach of the export department, and H. S. Eudgell of the wool department, of Wilson & Co., were in town this week.

M. W. Borders, general counsel of Morris & Company, returned this week from a trip abroad, and spent a day in New York before starting for his home in Chicago.

John Fallon, manager of Armour and Company's Brooklyn Fort Greene plant, underwent an operation this week and reports from the hospital indicate that he is doing very well.

Prices realized on Swift & Company's sales of carcass beef in New York City, for week ending Saturday, September 25, 1920, on shipments sold out, ranged from 16 to 26 cents per pound and averaged 19.37 cents per pound.

Charles Hamon, for several years sales manager of the Sinclair Sales Co., at West Washington market, has now associated himself with the W. B. Cassell Co., in

their New York office. Mr. Hamon is widely known in the trade and the Cassell Company have made a fine move in putting on such a popular man.

Announcement was made this week of the appointment of Isaac Stiefel as district manager for Wilson & Company in New York, succeeding J. L. McCabe, who has resigned to go into business for himself. Mr. Stiefel lately has been looking after the small stock interests of his company in this territory, and his return to the district management was good news to his army of friends in the trade in this territory. He is one of the best known and most popular men in the business in this section of the country.

The following is a report of the New York City Health Department of the number of pounds of meat, poultry and game seized and destroyed in the city of New York during the week ending September 25, 1920: Meat—Manhattan, 3,677 lbs.; Brooklyn, 50 lbs.; Bronx, 40 lbs.; total, 3,767 lbs. Fish—Manhattan, 32,450 lbs. Poultry and game—Manhattan, 2,447 lbs.; Brooklyn, 8 lbs.; Bronx, 30 lbs.; total, 2,485 lbs.

EASTERN MEAT TRADE CONDITIONS.

Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Markets as follows:

The general market conditions, downward price trend and generally unsettled conditions of the previous week's fresh meat trade were continued and intensified to some extent at all of the eastern markets. Supplies of lamb and a lower grade

of beef accumulated, resulting in sharp decline and a degree of demoralization.

The limited offerings of choice steer beef sold at prices steady to slightly lower than a range of the previous week, closing at \$27@29. Increased receipts of all lower grades with the bulk, medium and common, resulted in uneven decline of \$3@5 since last week's close. The generally slow demand was at no time equal to the supply and forced sales were the rule. Liberal increases in receipts of cow beef were shown in all markets, with bulk of medium and common grades. Declines were general with closing quotations \$3 lower than Monday. Bulls were a slow sale and prices fluctuating with a sharp downward trend. Barring conditions at Boston, kosher beef markets were weak and unsettled with New York showing the greater decline.

Reacting from the strong condition of the previous week, New York joins the other veal markets in the downward price trend. Closing prices are unevenly \$2@5 lower than one week ago, New York showing the greater decline.

With the arrival at New York on September 27th of steamer Hororapia, from New Zealand with a cargo of 194,876 lambs, total importations to date this year were increased to 1,641,622 carcasses. Although the bulk of the cargo went direct to cold-storage and were not offered for sale, the trend of prices on domestic offerings continues downward, closing mostly \$3 below one week ago, with common grades lower in spots.

A generally slow demand featured the mutton trade during the week, followed by gradual decline in prices, closing \$1@2 lower than Monday.

Reacting from the generally strong position of the past several weeks, pork loin prices after mid-week were lowered from \$1@2, closing mostly steady at the week's decline. Shoulder cuts held Monday's advance and closed firm to slightly higher.

Boston closed weak and unsettled with liberal supplies of beef, veal and lambs unsold. Mutton and pork closed fairly steady. Barring pork, New York, closed in a semi-demoralized condition with liberal supplies unsold. Choice lambs closed fairly steady, but other meats unevenly lower. Philadelphia closed dull and weak with beef trade demoralized. There is a heavy carryover of beef and common veal and a moderate carryover of lamb and pork. Threatened strike of meat cutters at Philadelphia is having some effect on the volume of late purchases.

FOREIGN EXCHANGE SITUATION.

[Editor's Note—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Ill.]

Country.	Monetary unit.	Par value in U. S. money.	Value on Sept. 30, 1920.
Austria—Krone	100	\$.203	\$.0043 1/2
Belgium—Franc	100	.193	.009
Czecho-Slovakia—Krone	100	.103	.0133
Denmark—Krone	100	.268	.1412
Finland—Finnmark	100	.103	.0015
France—Franc	100	.193	.009
Germany—Mark	100	.238	.0150
Great Britain—Pound	100	4.866	3.47
Greece—Drachma	100	.193	.1032
Italy—Lira	100	.193	.0416
Japan—Yen	100	.498	.0051 1/2
Yugo-Slavia—Krone	100	.103	.0083
Netherlands—Florin	100	.402	.31
Norway—Krone	100	.268	.1427
Poland—Polish Mark	100	.193	.0046
Roumania—Leu	100	.193	.0184
Russia—Rouble	100	.515	.0286
Serbia—Dinar	100	.193	.1467
Spain—Peseta	100	.268	.1993
Sweden—Krona	100	.193	.1010
Switzerland—Franc	100	4.40	
Turkey—Turkish Pound	100		

*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all the requirements from those countries.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Markets at Chicago and three Eastern markets on Thursday, September 30, 1920, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef—				
STEERS:				
Choice	\$27.00@28.00	\$.....@.....	\$.....@.....	\$.....@.....
Good	22.00@25.00	23.00@26.00	22.00@25.00	22.00@25.00
Medium	17.00@20.00	17.50@19.00	16.00@18.00	17.00@20.00
Common	13.00@16.00	15.00@16.00	14.00@15.00	14.00@16.00
COWS:				
Good	16.00@17.00@.....@.....@.....
Medium	14.00@15.00	12.00@13.00	12.00@14.00	14.00@15.00
Common	11.00@13.00	11.00@11.50	.....@.....	12.00@14.00
BULLS:				
Good@.....@.....@.....@.....
Medium@.....@.....@.....@.....
Common	10.50@11.00	.....@.....	10.00@.....	11.00@13.00
Fresh Veal:—				
Choice	27.00@28.00@.....@.....@.....
Good	24.00@26.00	.....@.....	24.00@26.00	22.00@24.00
Medium	18.00@21.00	.....@.....	20.00@22.00	19.00@21.00
Common	15.00@17.00	12.00@14.00	13.00@17.00	16.00@18.00
Fresh Lamb and Mutton—				
LAMB:				
Choice	27.00@28.00	25.00@26.00	26.00@27.00	27.00@29.00
Good	25.00@26.00	24.00@25.00	24.00@25.00	26.00@27.00
Medium	23.00@24.00	20.00@22.00	20.00@23.00	25.00@26.00
Common	20.00@22.00	18.00@20.00	15.00@18.00	20.00@24.00
YEARLINGS:				
Good	22.00@23.00	20.00@.....@.....@.....
Medium	19.00@21.00	18.00@19.00@.....@.....
Common	17.00@18.00@.....@.....@.....
MUTTON:				
Good	12.00@13.00	14.00@15.00	12.00@13.00@.....
Medium	10.00@11.00	12.00@13.00	10.00@12.00	14.00@15.00
Common	9.00@10.00	8.00@10.00	8.00@10.00	10.00@13.00
Fresh Pork Cuts—				
LOINS:				
8-10 lb. average	42.00@43.00	42.00@43.00	41.00@43.00	43.00@44.00
10-12 lb. average	41.00@42.00	40.00@42.00	39.00@41.00	41.00@42.00
12-14 lb. average	38.00@39.00	38.00@39.00	37.00@39.00	39.00@40.00
14 lb. over	35.00@36.00	30.00@35.00	33.00@36.00	33.00@39.00
SHOULDERS:				
Plain@.....@.....@.....@.....
Skinned	25.00@27.00	.....@.....	25.00@27.00	26.00@29.00
PICNICS:				
4-6 lb. average	22.00@23.00	24.00@25.00	.....@.....	25.00@26.00
6-8 lb. average	21.00@22.00	23.00@24.00	23.00@24.00	22.00@24.00
8 lb. over	19.00@20.00	22.00@23.00@.....@.....
BUTTS:				
Boneless@.....@.....@.....@.....
Boston style	33.00@35.00	.....@.....	32.00@33.00	30.00@33.00

*—Veal prices include "hide on" at Chicago and New York.

Victor Rapid Meat Cutter

THE EFFICIENT MEAT AND BONE CUTTER
economy-efficiency-simplicity-durability

Will Cut 1,000 Steaks an Hour

One man with machine can do more and better work than five men without it.
How much does that save you?

SLICES BEEF (bone and meat)

Two minutes for Loin, Chuck or Hip.

One minute for Short Rib or Shank Bone.

SLICES LAMB

One minute for Loin.

SLICES PORK

One minute for Loin.

SLICES VEAL

One minute for Loin or Leg

SLICES HAM

One minute for thinnest slices.

Trims Chine off Pork
Loins, Beef Loins, and
Rib Roasts.

Cuts Fish Steaks perfectly.



MECHANICALLY PERFECT

Rush-hour problem is solved

The salesman drops the piece to be cut on the sliding table, shoves it up against the gauge set to thickness of the cut he wants—ZIP! he's pushed it through, and the high speed saw has cut meat and bone—a true, clean cut—he picks the steak out of the pan and puts it on the scale. He can wait on four times as many customers as if he cut by hand. Costs nothing when not running.

Pays for itself in a few weeks

One man's wages, \$2,000 a year

CUTS LOINS AT ANY ANGLE DESIRED, chucks and chops, shin bones—all are the same to the VICTOR RAPID MEAT CUTTER.

No knowledge of machinery needed to run it—Foolproof.

Saves \$200.00 a month in average shop—many times as much in the larger ones.

Saw runs one way at high speed, so never tears the meat, whether soft, hard or frozen.

Cuts accurately to exact thickness.

No splinters in chops, so customers are better pleased.

Cuts all kinds of bone and meat—ham as thin as you choose.

MANUFACTURED BY

F. G. STREET & COMPANY

132 Nassau Street

NEW YORK CITY

Western Distributors: F. C. WILLIS & COMPANY, 565 W. Washington Blvd., Chicago

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, common to good.....	7.75@14.75
Cows, ordinary to choice.....	3.00@ 8.00
Bulls, ordinary to choice.....	5.75@ 8.00
Heifers, fair to choice.....	Not quoted

LIVE CALVES.

Calves, veals, com. to good, per 100 lbs.....	14.00@20.25
Calves, veals, culls, per 100 lbs.....	10.50@13.00
Calves, fed, per 100 lbs.....	8.50@ 9.50

LIVE SHEEP AND LAMBS.

Lambs, common to good, 100 lbs.....	11.00@15.25
Sheep, ewes, prime, per 100 lbs.....	7.50@ 8.00
Sheep, com. to good, per 100 lbs.....	4.00@ 7.25
Sheep, culls, per 100 lbs.....	2.50@ 3.50

LIVE HOGS.

Hogs, heavy.....	@18.00
Hogs, medium.....	@19.00
Hogs, 140 lbs.....	@19.00
Pigs.....	@18.00
Roughs.....	@14.25

DRESSED BEEF.

CITY DRESSED	
Choice, native, heavy.....	@28 @30
Choice, native, light.....	@28 @30
Native, common to fair.....	@23 @27
WESTERN DRESSED BEEF	
Choice, native, heavy.....	@28 @29
Choice, native, light.....	@29 @30
Native, common to fair.....	@22 @26
Choice, Western, heavy.....	@23 @24
Choice, Western, light.....	@18 @19
Common to fair, Texas.....	@17 @18
Good to choice heifers.....	@26
Common to fair heifers.....	@20 @21
Choice cows.....	@18 @19
Common to fair cows.....	@14 @15
Fresh Bologna bulls.....	11 1/4 @12

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@32	38 @40
No. 2 ribs.....	@24	34 @36
No. 3 ribs.....	@17	30 @32
No. 1 loins.....	@30	44 @46
No. 2 loins.....	@29	40 @42
No. 3 loins.....	@20	36 @38
No. 1 hinds and ribs.....	@37	38 @39
No. 2 hinds and ribs.....	@32	32 @35
No. 3 hinds and ribs.....	@24	28 @31
No. 1 rounds.....	@25	27 @28
No. 2 rounds.....	@18	@26
No. 3 rounds.....	@15	@25
No. 1 chucks.....	@18	22 @24
No. 2 chucks.....	@13	20 @21
No. 3 chucks.....	@ 9	17 @19

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@32
Veals, country dressed, per lb.....	@30
Western calves, choice.....	@28
Western calves, fair to good.....	@24
Grassers and buttermilks.....	@17 @20

DRESSED HOGS.

Hogs, heavy.....	@24 1/2
Hogs, 180 lbs.....	@25
Hogs, 160 lbs.....	@25 1/2
Hogs, 140 lbs.....	@25 1/2
Pigs.....	@25 1/2

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring.....	@29 @30
Lambs, choice.....	@28 @29
Sheep, choice.....	@16 @16
Sheep, medium to good.....	@13 @14
Sheep, culls.....	@ 9 @11

PROVISIONS.

(Jobbing Trade.)	
Smoked hams, 10 lbs. avg.....	@37
Smoked hams, 12@14 lbs. avg.....	@37
Smoked picnic, light.....	@26
Smoked picnic, heavy.....	@24 @25
Smoked shoulders.....	@25 @26
Smoked beef tongue, per lb.....	@42
Smoked bacon (rib in).....	@36
Dried beef cut.....	@52
Pickled bellies, heavy.....	@36 @37

FRESH PORK CUTS.

Fresh pork loins, city.....	None
Frozen pork loins.....	@41
Fresh pork tenderloins.....	None
Frozen pork tenderloins.....	None
Shoulders, city.....	None
Shoulders, Western.....	@28
Butts, regular, Western, frozen.....	@28
Butts, regular, fresh, city.....	None
Butts, boneless, western, frozen.....	None
Fresh hams, city.....	None
Fresh picnic hams, Western.....	@24

BONES, HOOFS AND HORNS.

Round shin bones, avg. 45 to 50 lbs.....	125.00@150.00
per 10 pcs.....	
Flat shin bones, avg. 40 to 45 lbs. per	125.00@145.00
100 pcs.....	
Black hoofs, per ton.....	35.00@ 35.00
Striped hoofs, per ton.....	35.00@ 35.00
White hoofs, per ton.....	125.00@125.00
Thigh bones, avg. 35 to 50 lbs. per	150.00@150.00
100 pcs.....	
Horns, avg. 7 1/2 oz. and over, No. 1.....	200.00@200.00
Horns, avg. 7 1/2 oz. and over, No. 2.....	200.00@200.00
Horns, avg. 7 1/2 oz. and over, No. 3.....	125.00@175.00

BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C., trim'd.....	@42c. a pound
Fresh steer tongues, untrimmed.....	@32c. a pound
Calves heads, scalded.....	@70c. a piece
Sweetbreads, veal.....	@11.25 a pair
Sweetbreads, beef.....	@10c. a pound
Beef kidneys.....	@15c. a pound
Mutton kidneys.....	@15c. a pound
Livers, beef.....	@15c. a pound
Oxtails.....	@15c. a pound
Hearts, beef.....	@15c. a pound
Rolls, beef.....	@25c. a pound
Tenderloin, beef, Western.....	@40 @75c. a pound
Lambs' fries.....	@15c. a pair
Extra lean pork trimmings.....	@25c. a pound

BUTCHER'S FAT.

Ordinary shop fat.....	8
Suet, fresh and heavy.....	7
Shop bones, per cwt.....	25

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@2.00
Sheep, imp., medium wide, per bundle.....	@1.50
Sheep, imp., medium, per bundle.....	@1.50
Sheep, imp., narrow, per bundle.....	@1.40
Hog, free of salt, fat, or skin, per lb.....	@1.40
f. o. b. New York.....	@1.75
Hog, extra narrow, selected, per lb.....	@1.25
Hog middles.....	@1.18
Hog bungs.....	@1.25
Hog bungs, export.....	@1.25
Beef rounds, domestic, per set, f. o. b.	@25
New York.....	@25
Beef rounds, export, per set, f. o. b. New	@24
York.....	@24
Beef bungs, f. o. b. New York.....	@40
Beef middles, per set, f. o. b. New York.....	@10
Beef wassands, No. 1s, each.....	@1.25
Beef bladders, small, per doz.....	@ 4
Beef wassands, No. 2s, each.....	@ 4

SPICES.

	Whole.	Ground
Pepper, Sing., white.....	25 1/2	28 1/2
Pepper, Sing., black.....	14	17
Pepper, red.....	2	31
Allspice.....	8 1/2	11 1/2
Cinnamon.....	17	21
Coriander.....	7 1/2	7
Cloves.....	36	41
Ginger.....	18	21
Mace.....	42	47

CURING MATERIALS

	Bags.	Bbls.
Refined saltpetre, granulated.....	13 1/2	14
Refined saltpetre, small crystals.....	14 1/2	15
Dble. ref. nitrate soda, gran., carloads.....	6	6 1/2
Dble. ref. nitrate soda, gran., less carloads.....	6 1/2	6 1/2
Dble. ref. nitrate soda, crystal, carloads.....	6 1/2	6 1/2
Dble. ref. nitrate soda, crystal, less carloads.....	7	7 1/2
Double refined nitrate of soda and saltpetre in kegs,		
100 to 130 lbs. net, 1c over above prices.		

GREEN CALFSKINS.

No. 1 skins.....	@ 25
No. 2 skins.....	@ 22
No. 3 skins.....	@ 10
Branded skins.....	@ 18
Ticky skins.....	@ 18
No. 1 B. M. skins.....	@ 23
No. 2 B. M. skins.....	@ 21
No. 1, 9 1/4 @12 1/4 lbs.....	@ 1.00
No. 2, 9 1/4 @12 1/4 lbs.....	@ 2.50
No. 1 B. M., 9 1/4 @12 1/4 lbs.....	@ 2.50
No. 2 B. M., 9 1/4 @12 1/4 lbs.....	@ 2.00
Branded skins, 9 1/4 @12 1/4 lbs.....	@ 2.10

Ticky skins, 9 1/4 @12 lbs.....	@ 2.10
No. 1, 12 1/4 @14 lbs.....	@ 3.75
No. 2, 12 1/4 @14 lbs.....	@ 3.50
No. 1 B. M., 12 1/4 @14 lbs.....	@ 3.50
No. 2 B. M., 12 1/4 @14 lbs.....	@ 3.25
No. 1 kip, 14 @18 lbs.....	@ 4.00
No. 2 kips, 14 @18 lbs.....	@ 4.00
No. 1 B. M., 14 @18 lbs.....	@ 3.75
No. 2 B. M., 14 @18 lbs.....	@ 3.50
No. 1 heavy kips, 18 lbs. and over.....	@ 4.75
No. 2 heavy kips, 18 lbs. and over.....	@ 4.50
Branded kips.....	@ 3.50
Heavy branded kips.....	@ 3.00
Ticky kips.....	@ 3.50
Heavy ticky kips.....	@ 3.50

All skins must have tail bone cut.

DRESSED POULTRY.

FRESH KILLED.

FOWLS—Fresh—dry packed, milk fed—12 to box.	
Western, 60 lbs. and over to dozen, lb.....	@42
Western, 45 to 56 lbs. to dozen, lb.....	@40
Western, 45 to 47 lbs. to dozen, lb.....	@38
Western, 36 to 42 lbs. to dozen, lb.....	@36
Western, 30 to 35 lbs. to dozen, lb.....	@32
Western, under 30 lbs. to dozen, lb.....	@30
FOWLS—Fresh—dry packed, corn fed—12 to box.	
W'n. 60 lbs. and over to dozen, lb.....	@41
Western, 45 to 56 lbs. to dozen, lb.....	@39
Western, 45 to 47 lbs. to dozen, lb.....	@37
Western, 36 to 42 lbs. to dozen, lb.....	@35
Western, 30 to 35 lbs. to dozen, lb.....	@31
Western, under 30 lbs. to dozen, lb.....	@29
FOWLS—Fresh—Iced—Barrels.	
Western, dry picked, 5 lbs. and over, lb.....	@40
Western, dry picked, 4 1/2 lbs. each, lb.....	@38
Western, dry picked, 4 lbs. each, lb.....	@37
Western, dry picked, 3 1/2 lbs. each, lb.....	@35
W'n. dry picked, 3 lbs. and under, lb.....	@27
Old Cocks—Fresh—dry packed—boxes or bbls.	
Western, dry picked, lb.....	@27
Western, scalded.....	@26
Ducks—	
Long Island, spring, lb.....	@38
Squabs—	
Prime, white, 10 lbs. to doz., doz.....	10.00
Prime, white, 9 lbs. to doz., doz.....	9.00
Prime, white, 8 lbs. to doz., doz.....	8.00
Prime, white, 7 lbs. to doz., doz.....	7.00
Prime, white, 6 to 6 1/2 lbs. to doz.....	5.00@5.50
Dark, per dozen.....	3.50@4.00
Culls, per dozen.....	1.50@2.00

LIVE POULTRY.

Fowls, colored, via express.....	not quoted
Broilers, colored and mixed, via express.....	"
Broilers, white leghorn, via express.....	"
Old roosters, via freight.....	"
Turkeys, via freight.....	"
Ducks, via freight.....	"
Geese, Southern and Southwest'n, via freight	"
Pigeons, per pair, via freight.....	"
Guineas, per pair.....	"

BUTTER.

Creamery (92 score).....	61 1/4 @62
Creamery (higher scoring lots).....	62 1/4 @63
Creamery, firsts.....	56 @61
Creamery, seconds.....	48 @51
Creamery, lower grades.....	46 @47

EGGS.

Fresh gathered, extras, per dozen.....	@65
Fresh gathered, extra firsts.....	@61
Fresh gathered, firsts.....	@58
Fresh gathered, seconds.....	@57
Fresh gath. checks, good to choice, dry.....	@46
Fresh gathered dirties, No. 1.....	@49

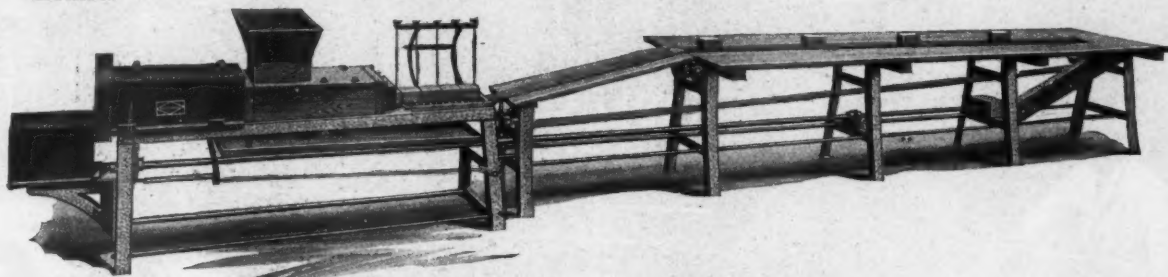
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Bone meal, raw, per ton.....	@55.00
Dried blood, high grade.....	@ 7.25
Nitrate of soda—spot.....	@ 3.00
Bone black, discard, sugar house del. New	
York.....	san. @9.50
Ground tankage, N. Y., 9 to 12 per cent	
Ammonia.....	7.00 and 10c
Garbage tankage.....	@10.50
Fish scrap, dried, 11 per cent ammonia	
and 15 per cent bone phosphate, deliv-	
ered, Baltimore.....	6.00 and 10c
Foreign fish guano, testing 13@14 per cent	
ammonia and about 10 per cent B. Phos.	
Lime.....	7.00 and 10c
Wet, acidulated, 7 per cent ammonia per	
ton, f.o.b. factory (35c. per unit avail-	
able phos. acid).....	5.00 and 50c
Sulphate ammonia, for shipment, per 100	
lbs. guar., 25 per cent.....	@ 4.75
Sulphate ammonia, for shipment, per 100	
25 per cent.....	@ 4.75

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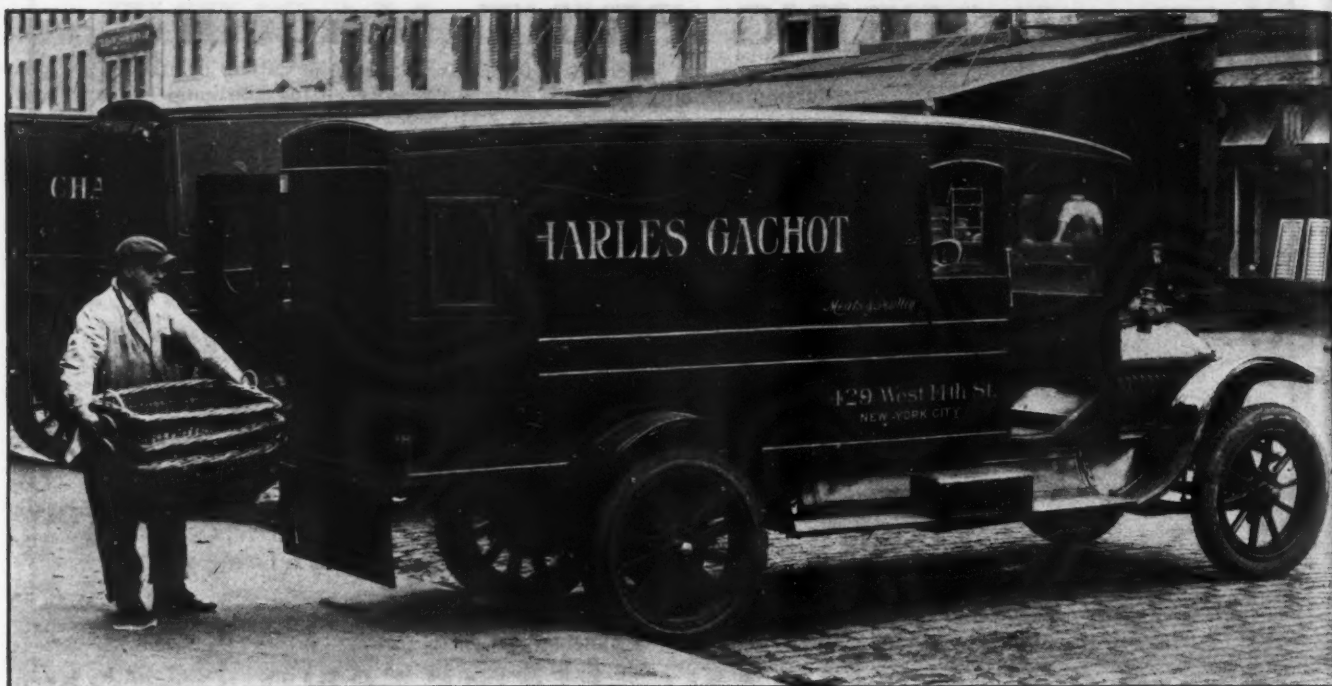
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CLEVELAND

White Trucks



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Certified Square-Pressed
Boiled Ham
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By Southern packer, engineer capable of handling a 175 KW Skinner engine and 80-ton capacity absorption refrigerating system. Address W. 642, care The National Provisioner, Old Colony Building, Chicago, Illinois.

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Young man with ten years' packinghouse experience with large and small packers as curing and smokehouse supervisor desires to make change. Best of references. Address W. 642, care The National Provisioner, Old Colony Building, Chicago, Ill.

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Experienced Butcher Supply Salesman with established trade. State age, experience, territory covered and former connections—in strict confidence. Address W. 207, care The National Provisioner, Chicago, Ill.

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Modern packing plant, built in 1916. Located in the south, in one of the best seaport towns and largest export centers of the United States, in the heart of a large hog raising section. Capacity of plant 100 hogs and 50 cattle daily. Arranged so killing capacity may be increased at very little cost. Good reasons for selling. Address your communications to Modern Packing Plant, care of The National Provisioner, Old Colony Bldg., Chicago, Ill.

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An important Belgian firm in Antwerp having a daily output of about 25 cases of bacon (retail) are desirous of representing a solid packinghouse, chiefly for retail sale, at prices not higher than competition. High-class references furnished and will be required as well. Address W-628, care The National Provisioner, Old Colony Bldg., Chicago, Ill.

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Large packing plant is contemplating going into the summer sausage business quite extensively and can use man as superintendent who is conversant with this class of work. State age and salary expected. Address W. 639, care The National Provisioner, Old Colony Bldg., Chicago, Illinois.

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Packinghouse general manager. An organization now forming needs a capable executive to establish and take charge of a packing plant in Ireland. This is an unusual opportunity for a man capable of handling labor. Unless he has executive ability and practical experience in all branches of packinghouse activity he is not the man we want. We can pay the right man liberal salary, transportation, allowances, etc. Replies should be clear as to length and character of experience; product output, size and approximate location of plants engaged at and references. Address J. L. Fawcitt, Suite 1025-9, 5 Beekman St., New York City, N. Y.

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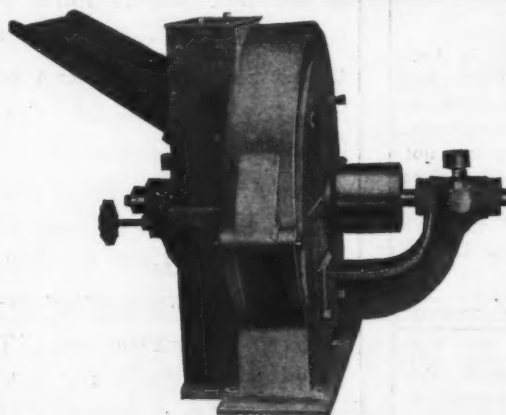
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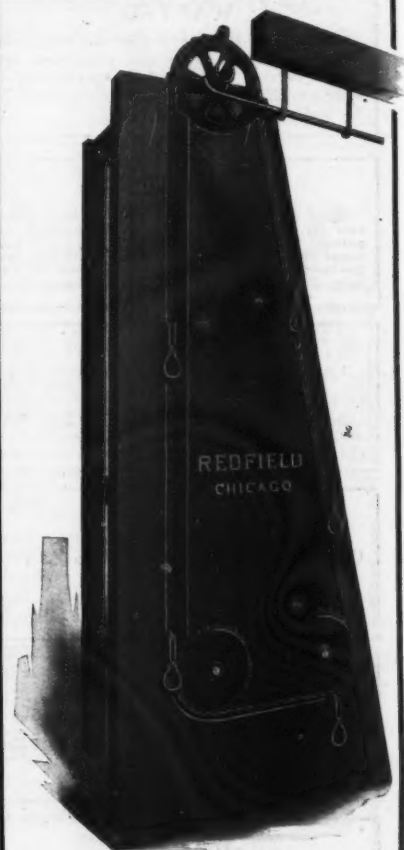
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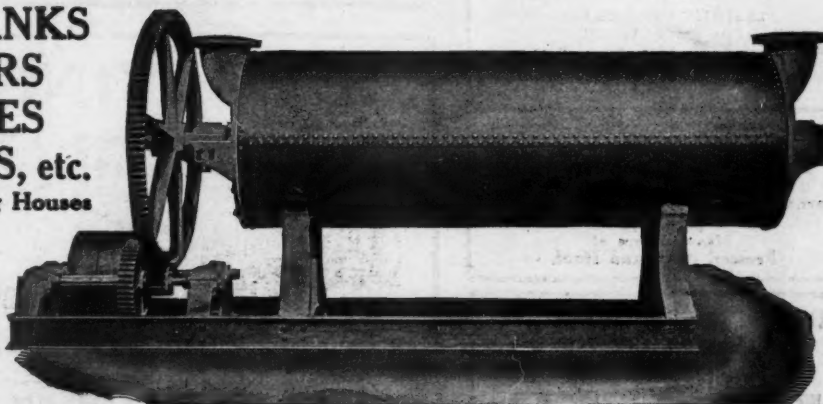
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